



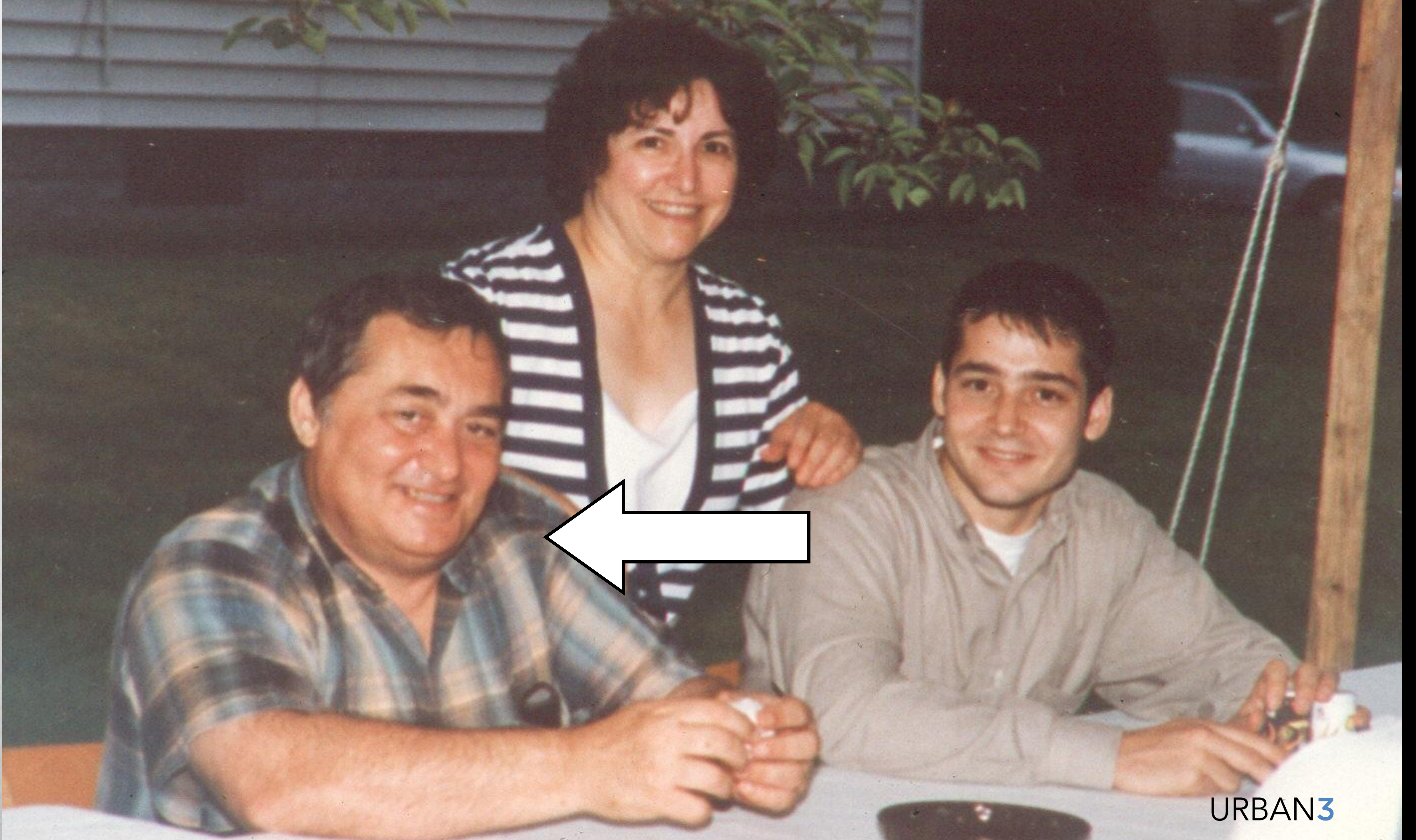
The image features a 3D bar chart where the height of each bar represents the value per acre of land in a specific location. The bars are colored in a gradient from green (lower value) to red and purple (higher value). The highest values are concentrated in a central urban area. A semi-transparent white overlay covers the left half of the image, containing text.

URBAN3

Economics of Community Design

Bryant, Arkansas

Value per acre map of Auckland,
New Zealand





EDWARDS & KELLS

AMERICAN SERVICE CENTER





Asheville's de facto motto was:

“That will never work here - don't even try.”



Julian Price

1941 - 11/19/2001

Salsa's & Zambras
City Seeds

Public Interest Projects



URBAN3



51 Biltmore

Downtown benches

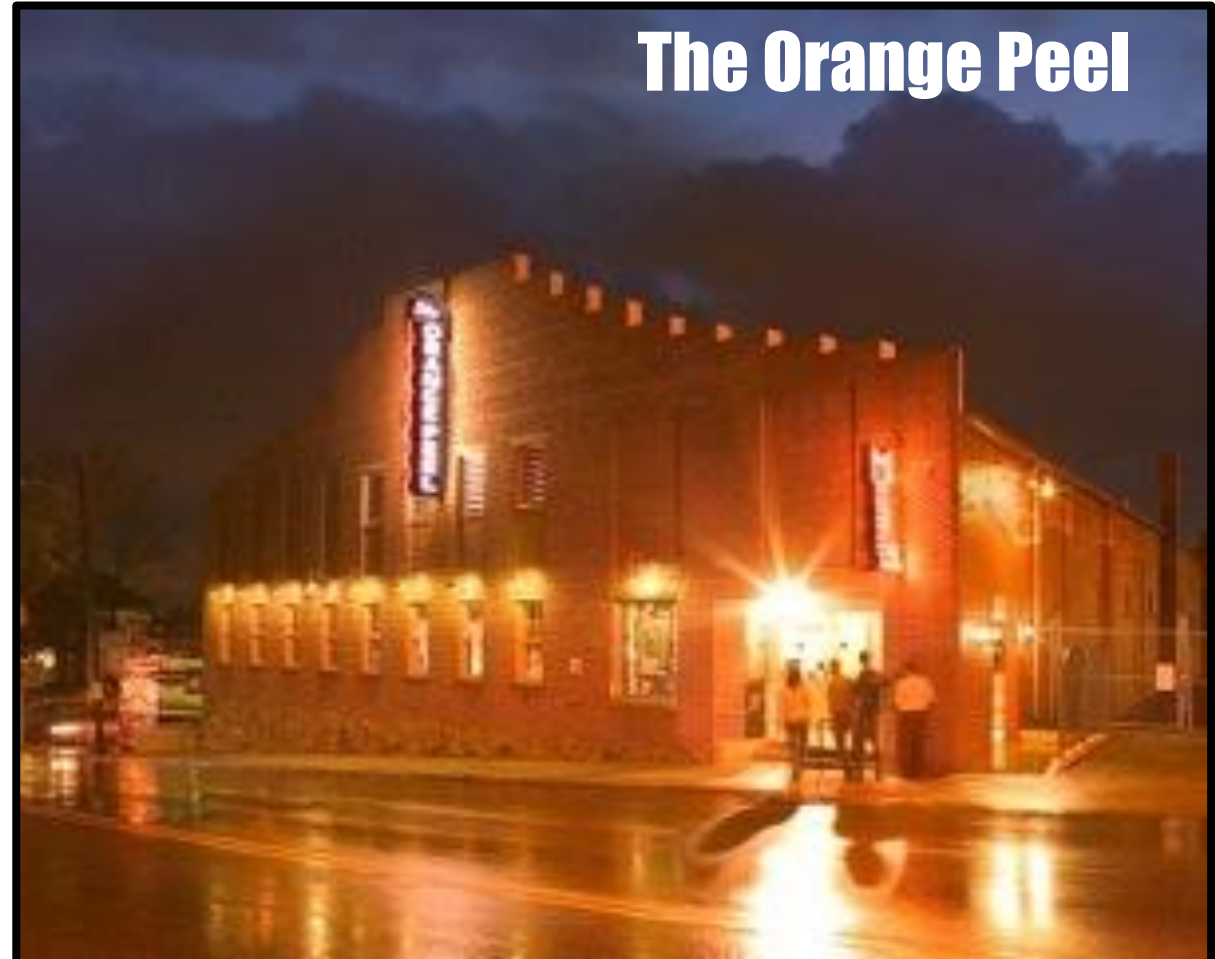


the Alternative Reading Room

The Mountain Xpress



the Dogwood Fund



The Orange Peel

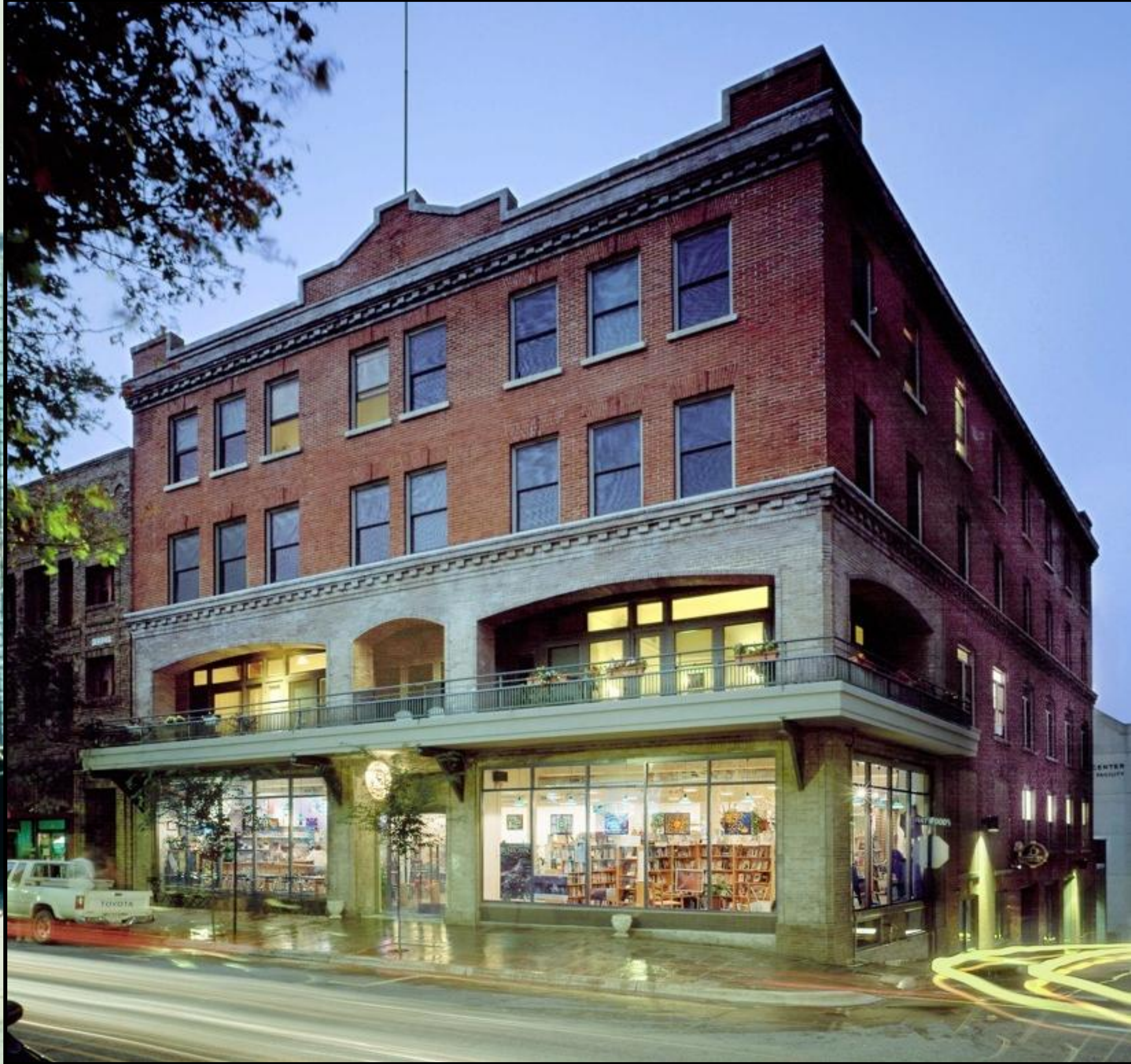
YWCA

The Public Service Building



Community gardening takes root in Asheville

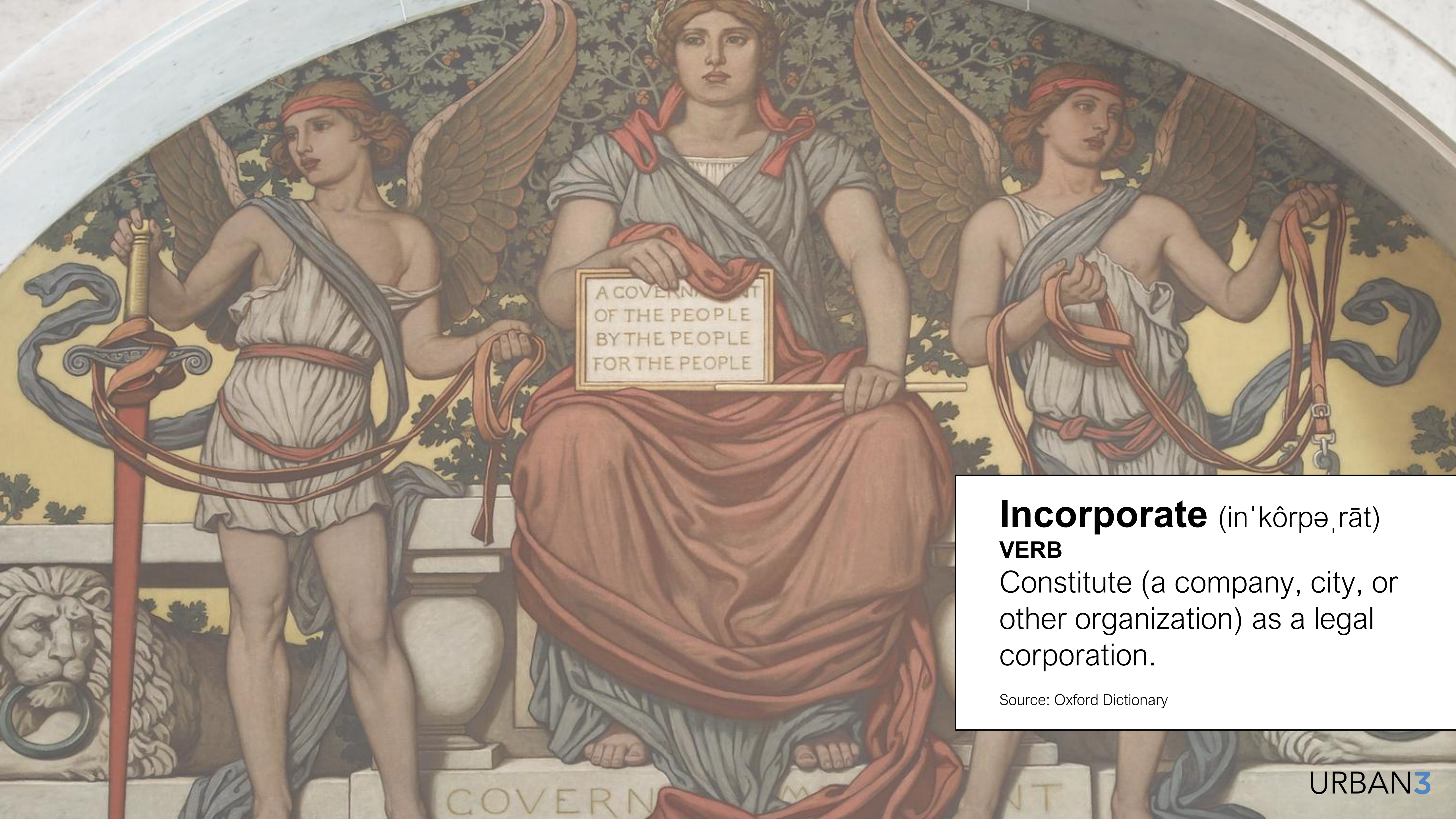
The Laughing Seed



In God we trust;
everyone else,
bring data.

Mayor Michael Bloomberg





Incorporate (in'kôrpə,rāt)

VERB

Constitute (a company, city, or other organization) as a legal corporation.

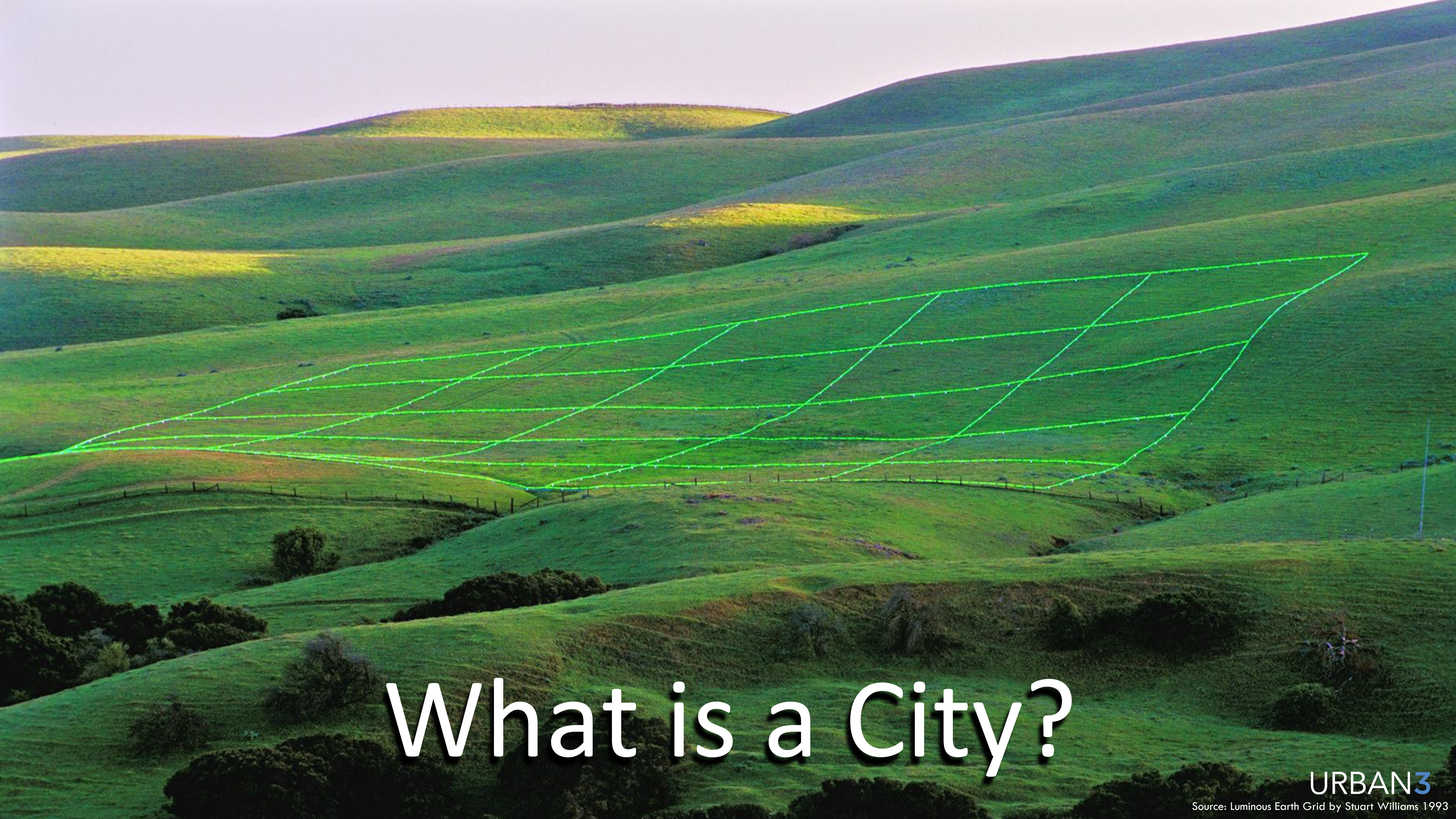
Source: Oxford Dictionary

Asheville Is 7x >

*Life is a game.
Money is how we keep score.*
- Ted Turner



What is a City?



What is a City?

Land Production





For 40 years this building remained vacant..... its tax value in 1991 was just over **\$300,000**



Today the building is valued at over **\$11,000,000**

An increase $> 3500\%$
in **15 years**

The lot is less than $1/5$ acre

Asheville Walmart

Total Tax Value:
\$20M



Downtown Building

Total Tax Value:
\$11M

Land Consumed (Acres)

34



0.2

Total Property Taxes Per Acre

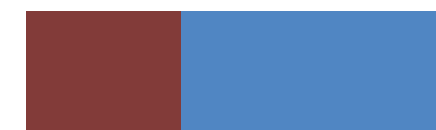
\$7K



\$634K

City Sales Taxes Per Acre

\$48K



\$84K

Residents Per Acre

0



90

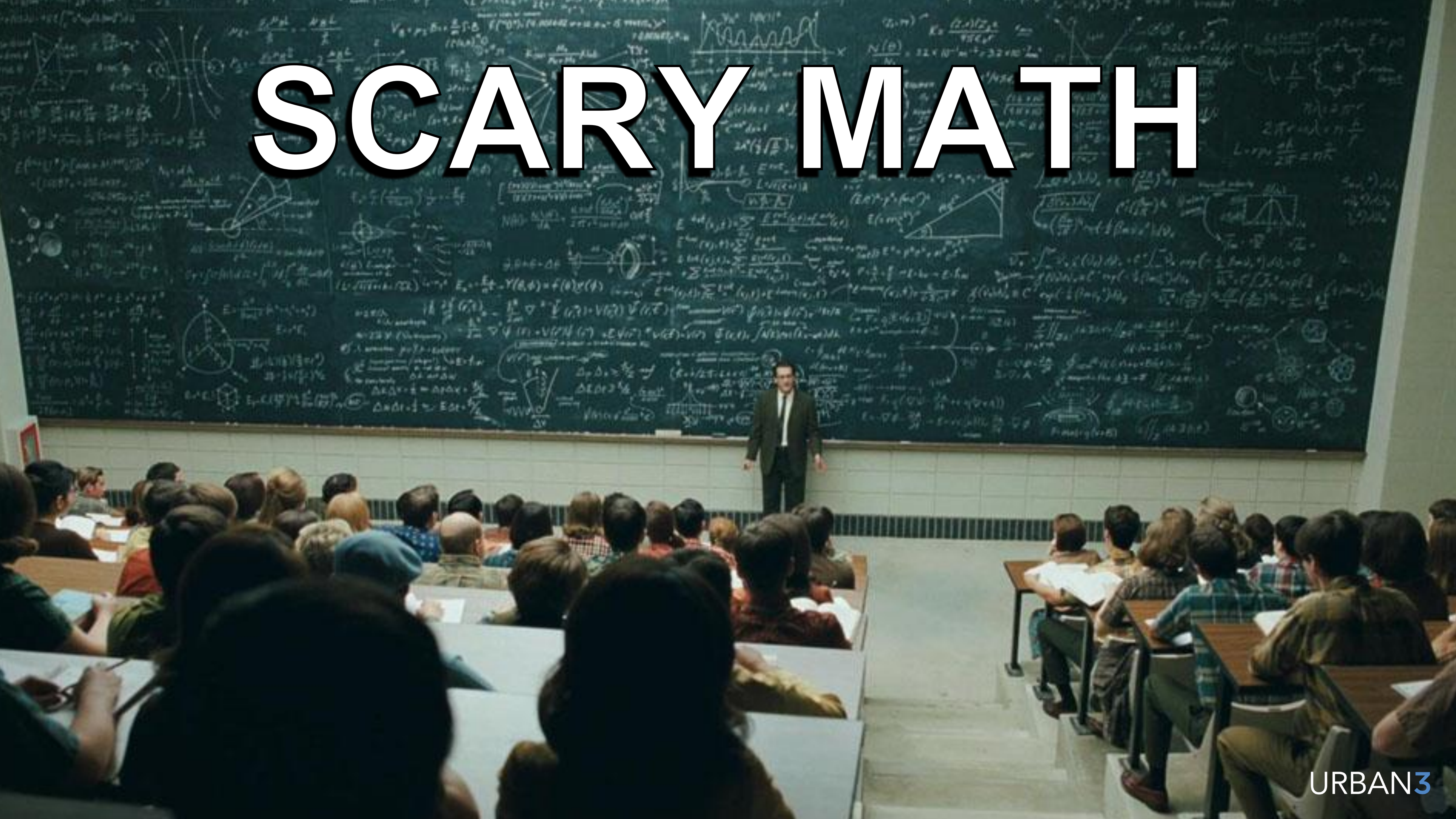
Jobs Per Acre

6



74

SCARY MATH



How do we compare cars?

Miles per tank



1955 BMW Isetta

Rolls-Royce Phantom Drophead

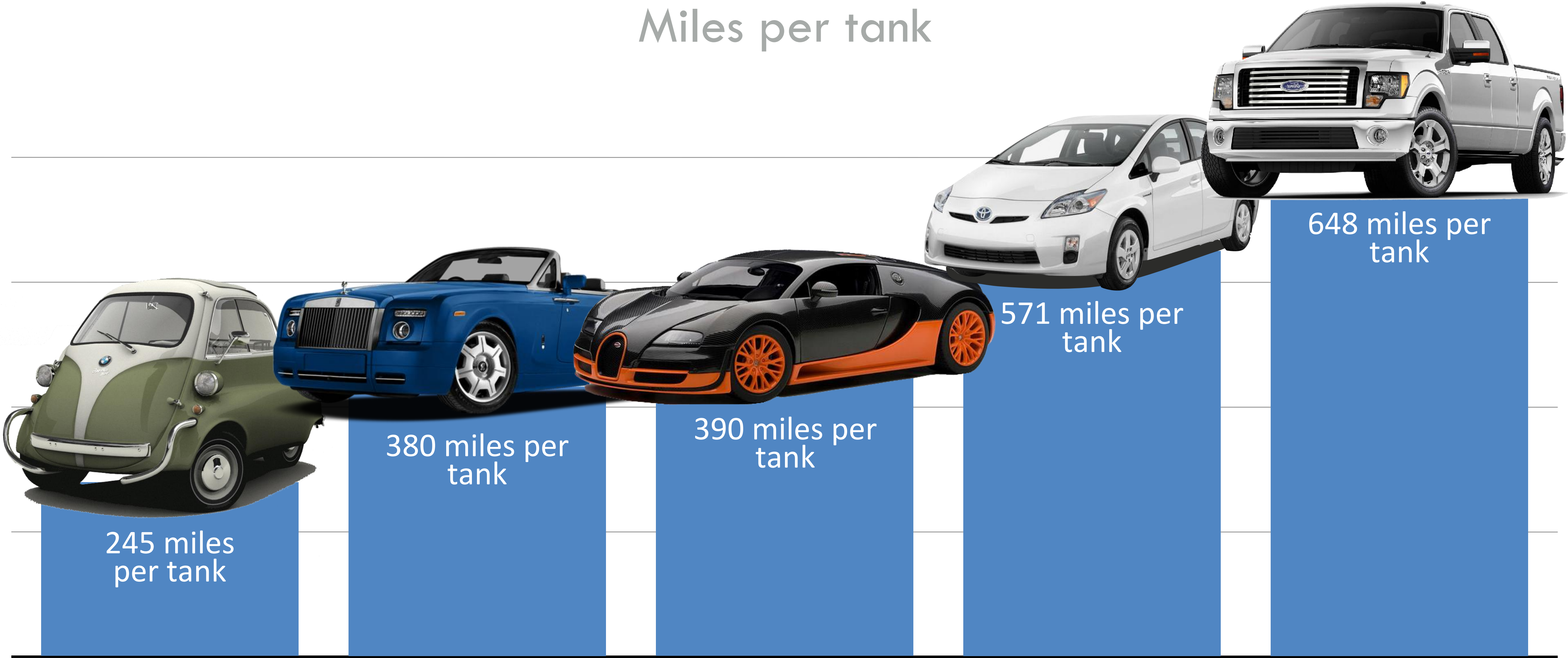
Bugatti Veyron SS

Toyota Prius

Ford F150 Lariat LTD

How do we compare cars?

Miles per tank



1955 BMW Isetta

Rolls-Royce Phantom Drophead

Bugatti Veyron SS

Toyota Prius

Ford F150 Lariat LTD

How do we compare cars?

Miles per gallon



50/70 mpg



51/48 mpg



11/18 mpg



8/14 mpg



13/18 mpg

1955 BMW Isetta

Rolls-Royce Phantom Drophead

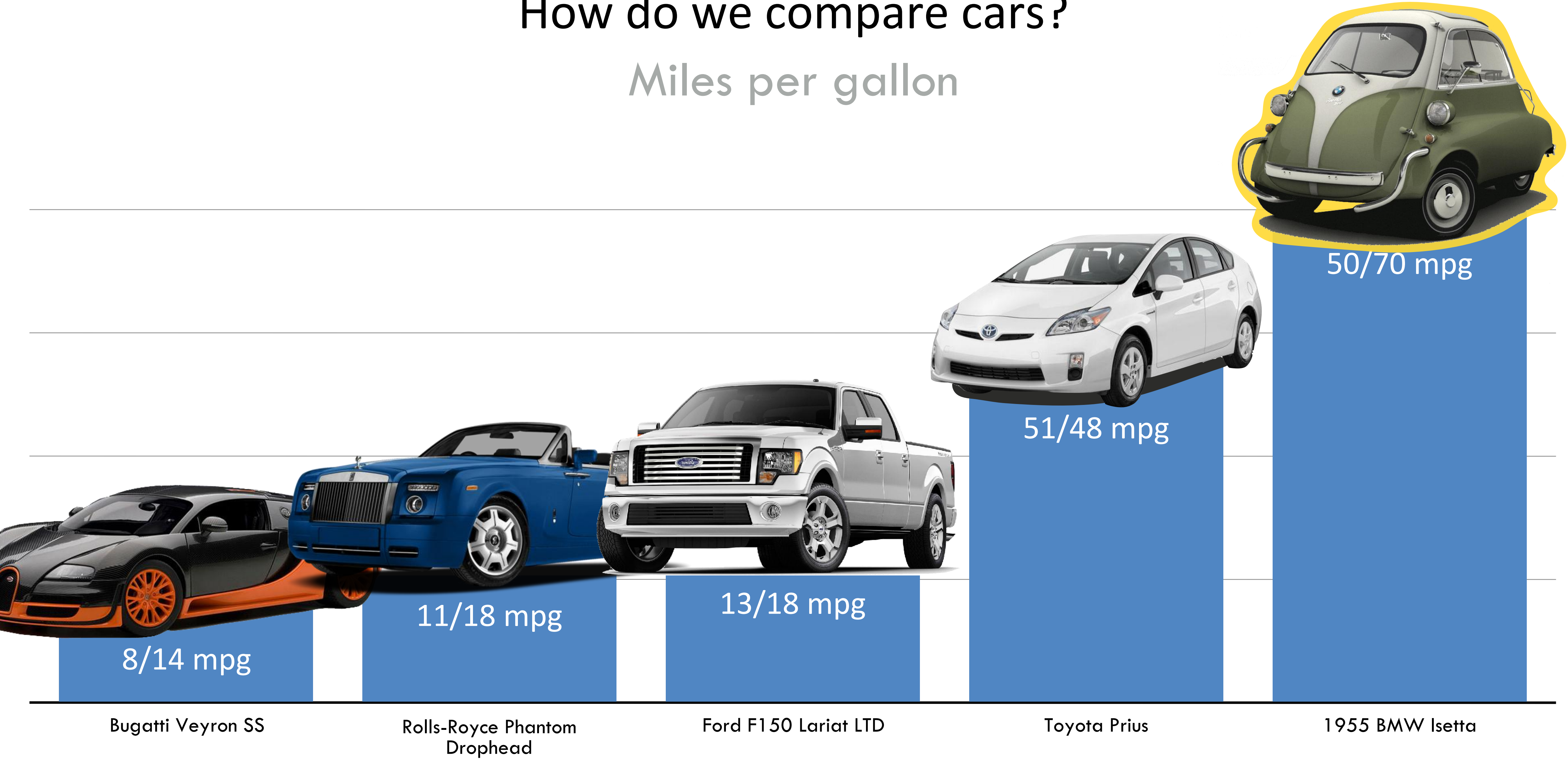
Bugatti Veyron SS

Toyota Prius

Ford F150 Lariat LTD

How do we compare cars?

Miles per gallon



Bugatti Veyron SS

Rolls-Royce Phantom Drophead

Ford F150 Lariat LTD

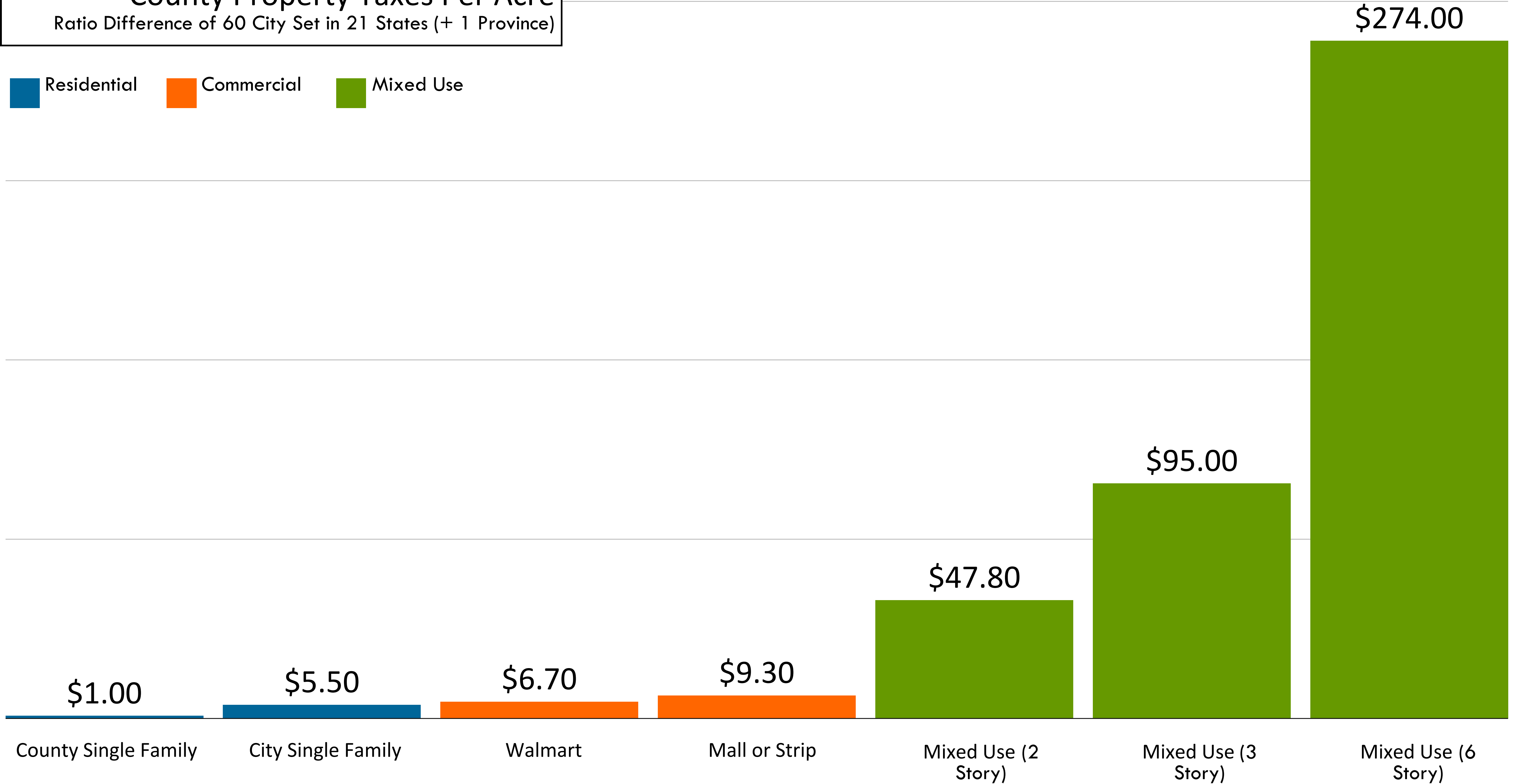
Toyota Prius

1955 BMW Isetta

County Property Taxes Per Acre

Ratio Difference of 60 City Set in 21 States (+ 1 Province)

Residential Commercial Mixed Use



International Association of Assessing Officers

80th International Conference

Sacramento, CA

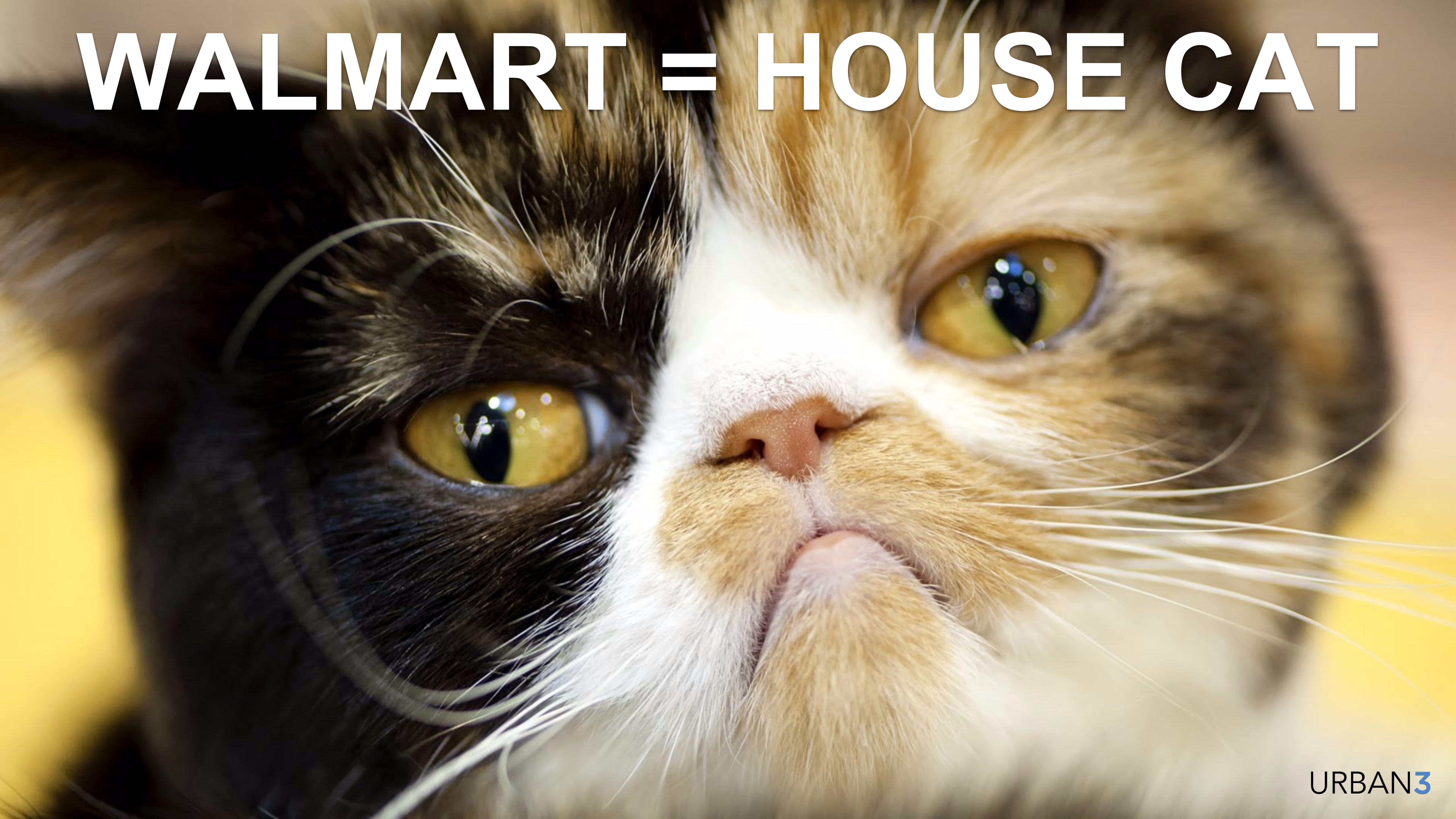
August 26, 2014



Charles Terrell, CMI
Director of Property Tax



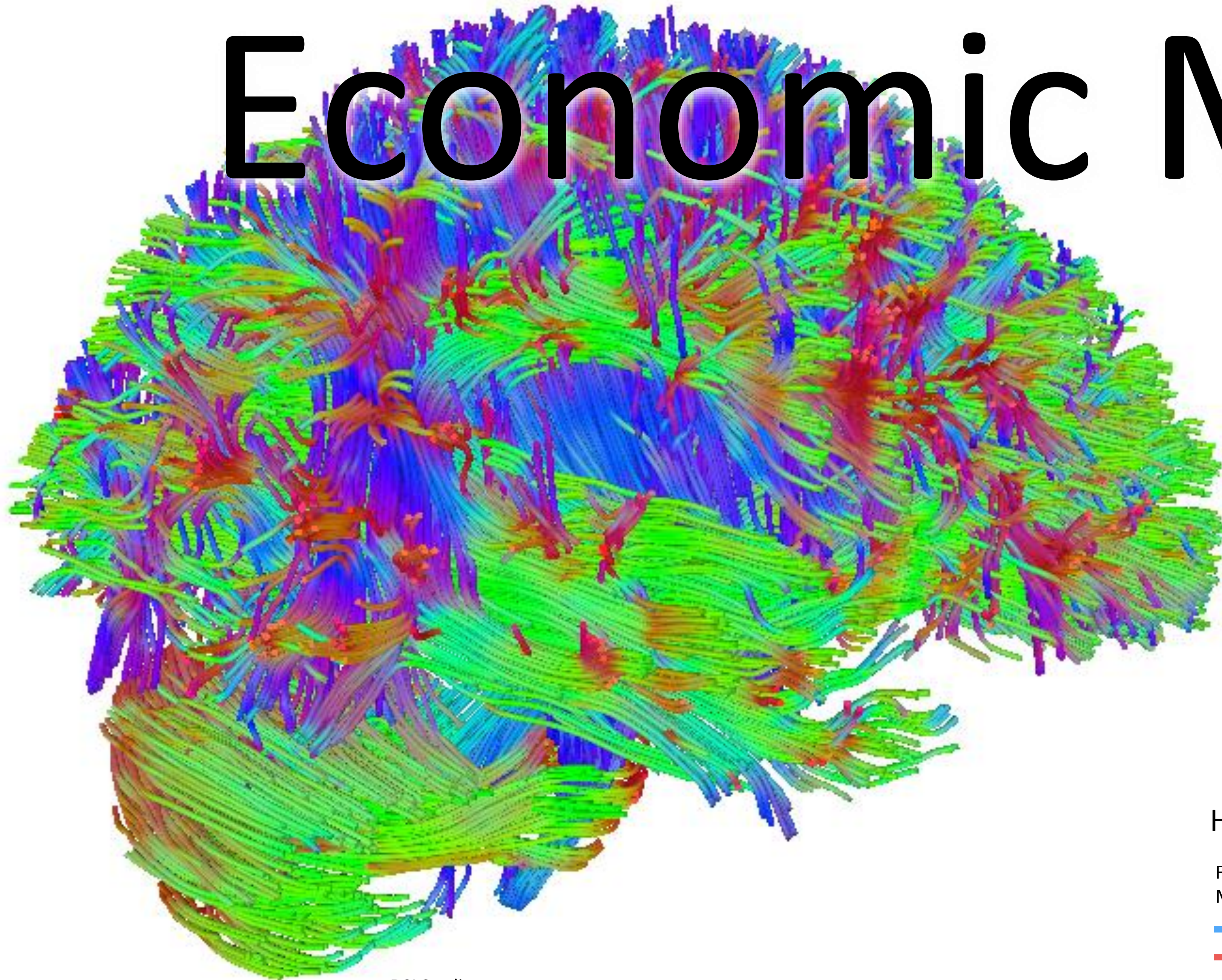
WALMART = HOUSE CAT



Question:

But why don't people see that?

Economic MRITM



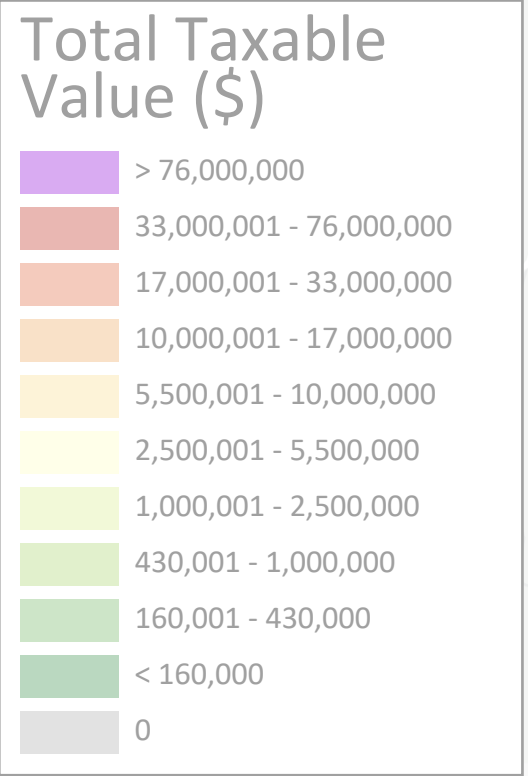
DSI Studio

Human Connectome Project

Fiber architecture of the brain.
Measured from diffusion spectral imaging (DSI).

- up-down
- left-right
- anterior-posterior

Economic MRI™



Waynesville

Haywood County

Pisgah Forest

Henderson County

Mt. Mitchell

Yancey County

McDowell County

Rutherford County

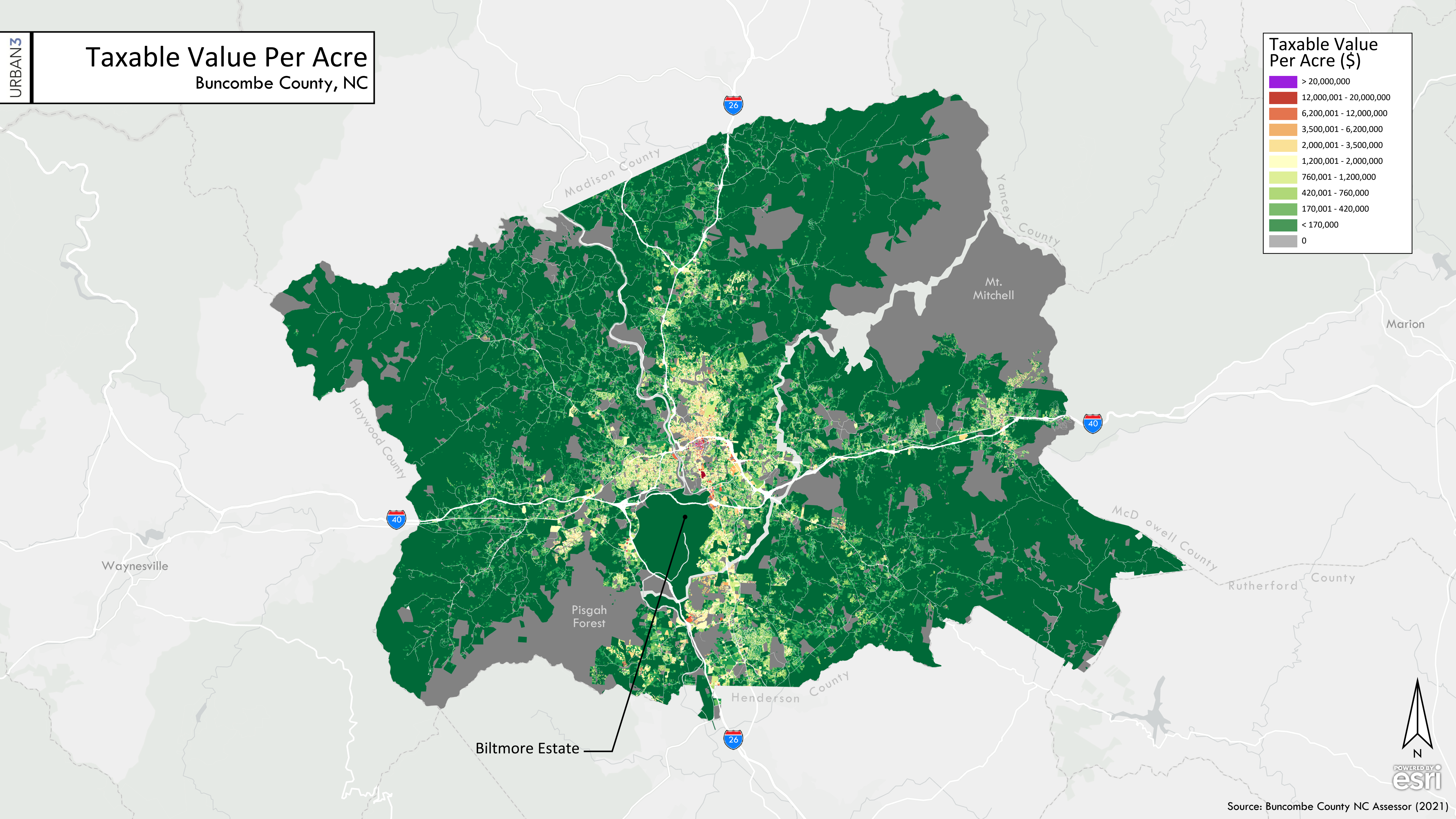
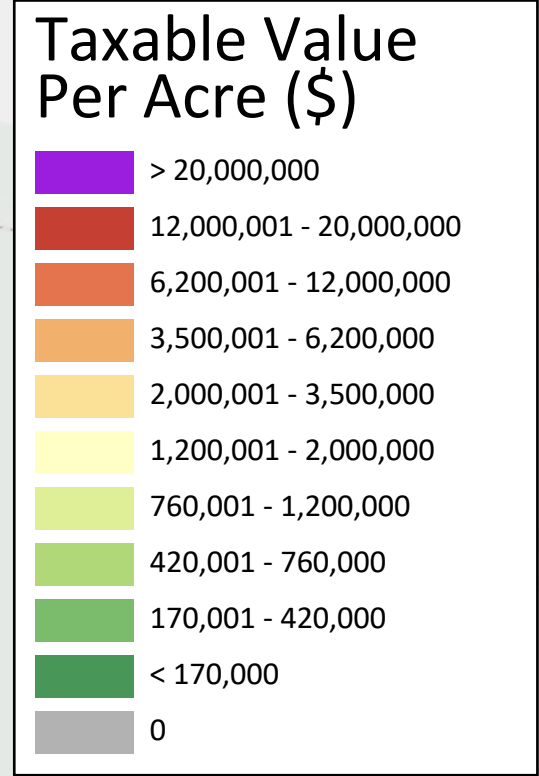
Marion

Biltmore Estate



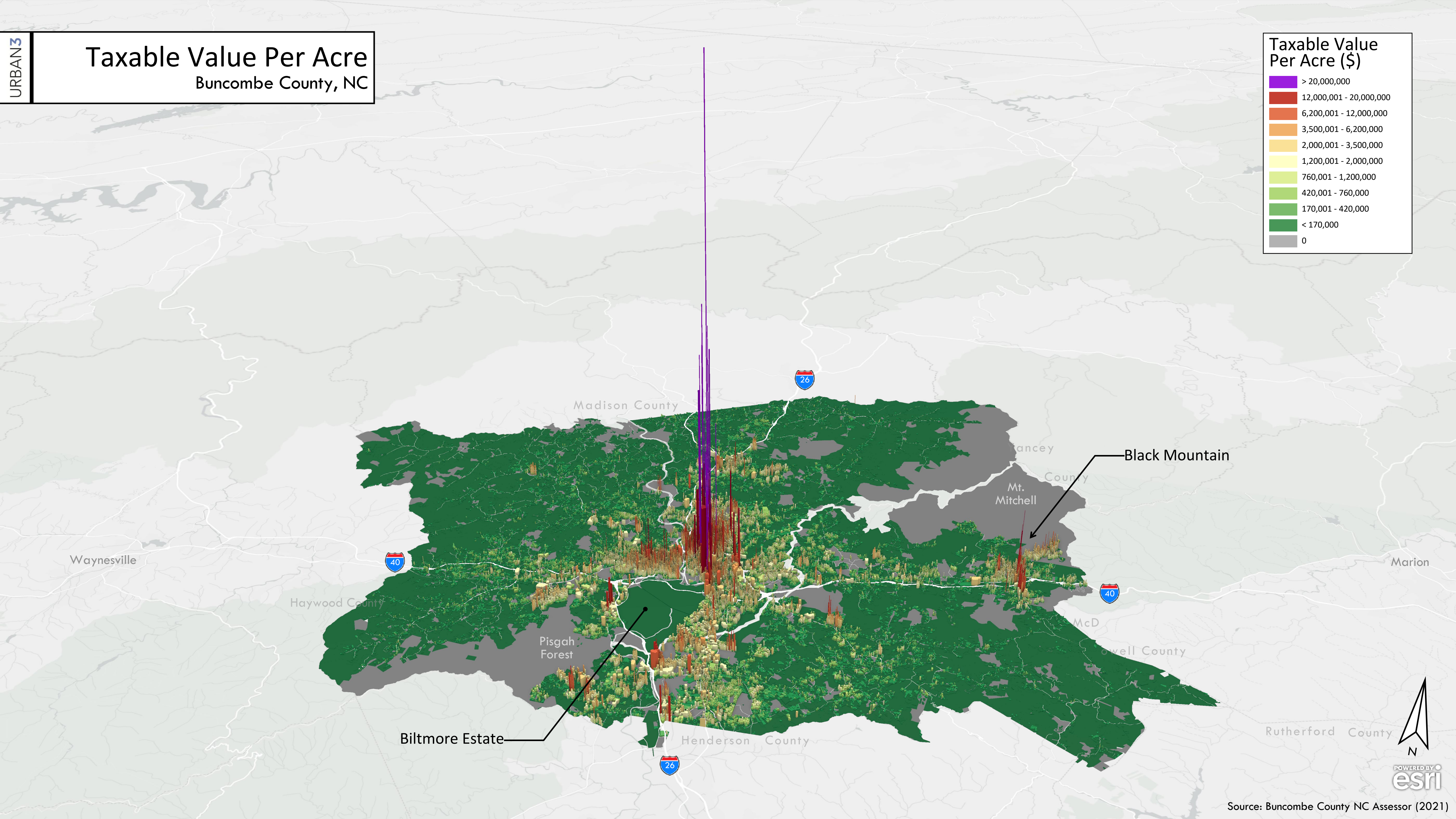
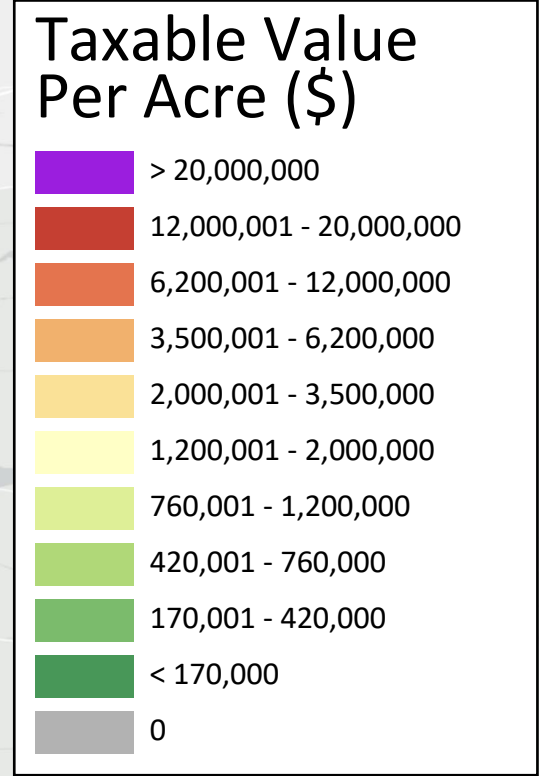
Taxable Value Per Acre

Buncombe County, NC



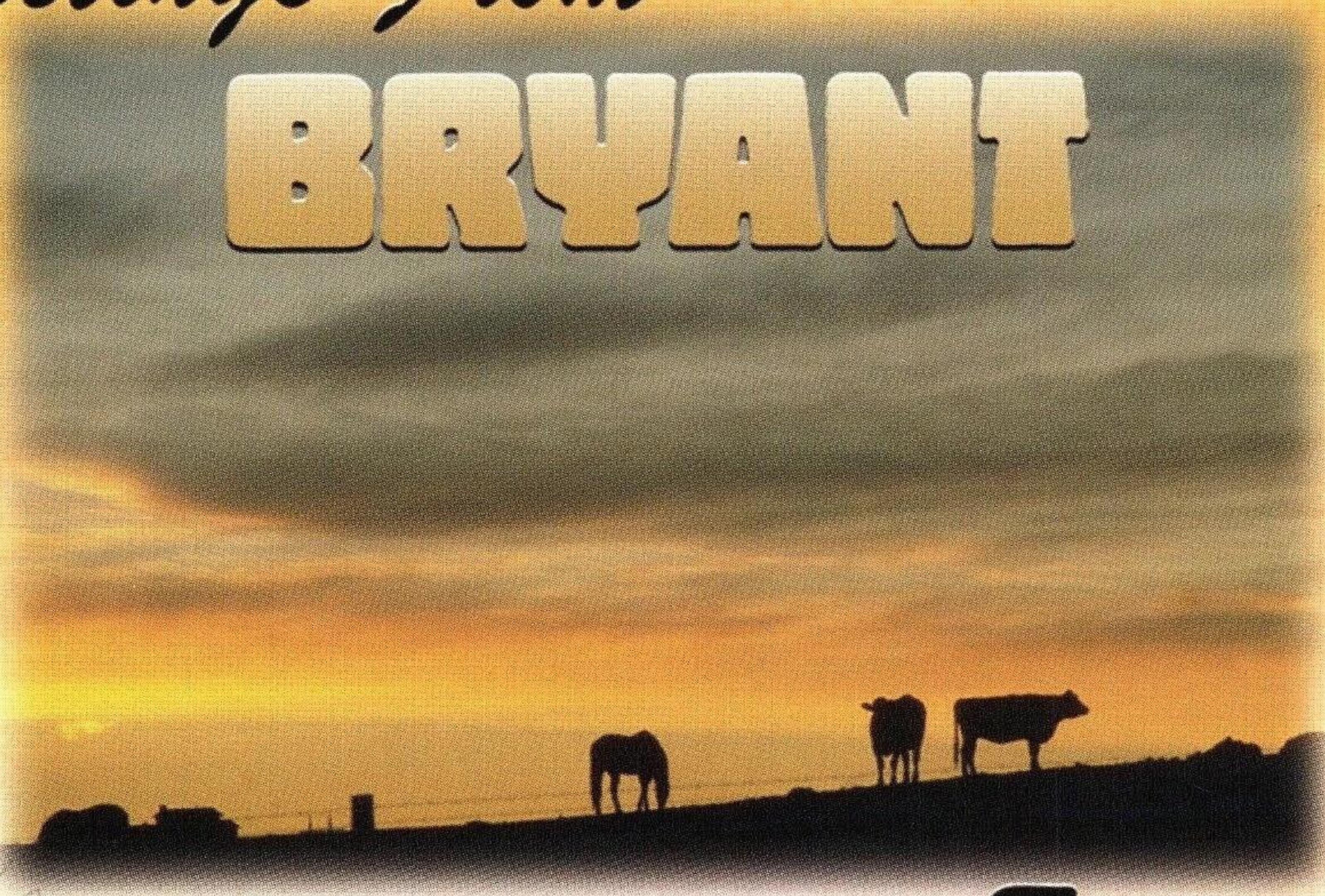
Taxable Value Per Acre

Buncombe County, NC



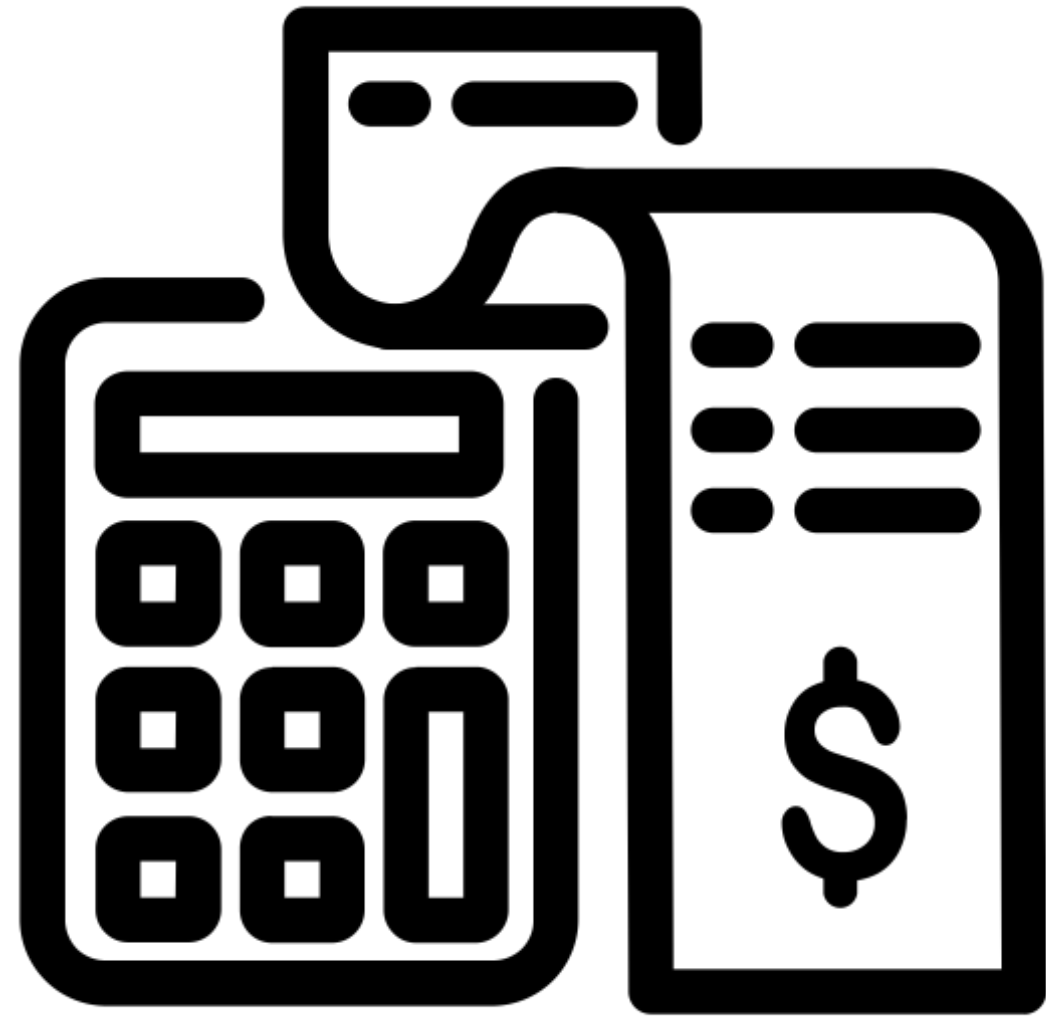
Greetings From

BRYANT



Leel

Arkansas



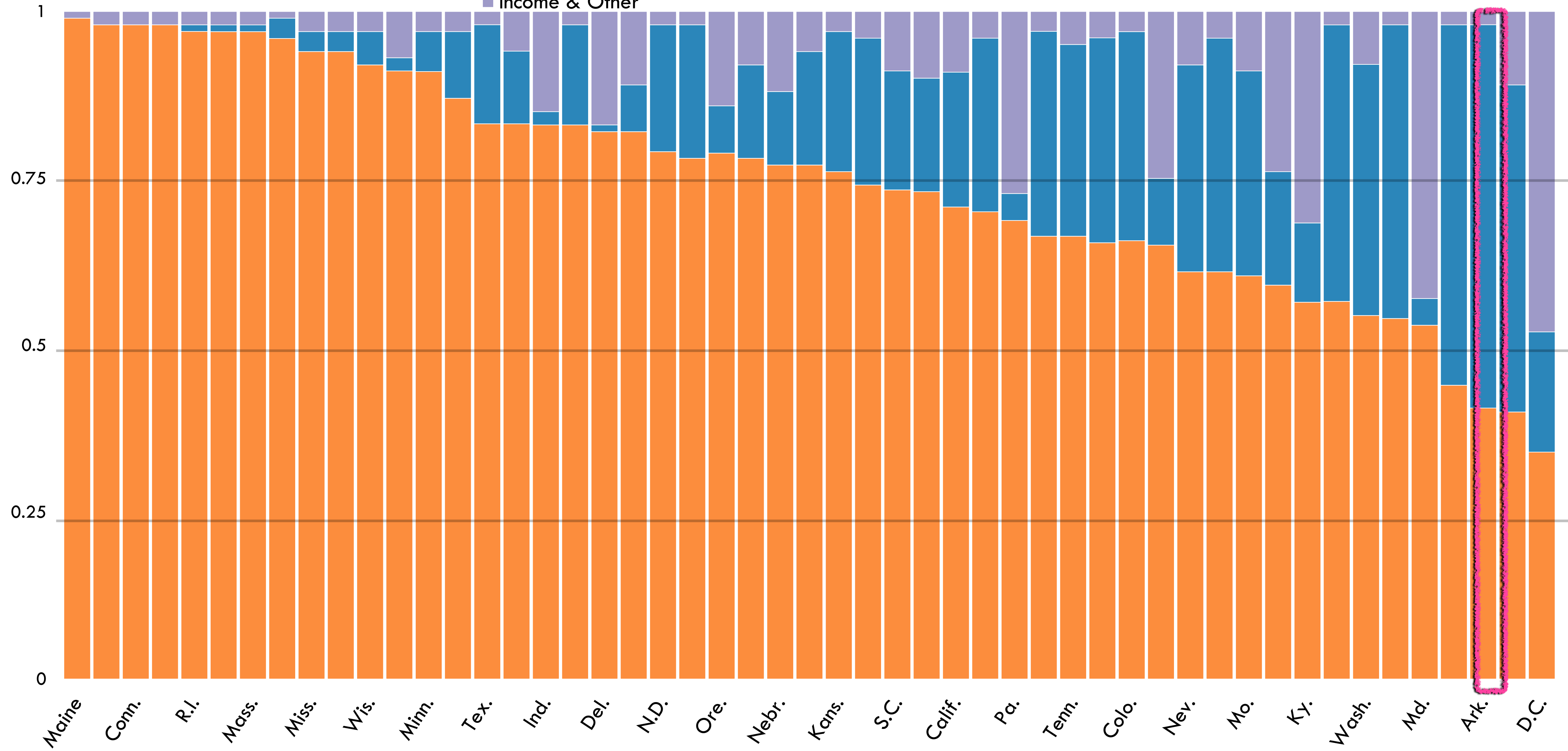
Tax Systems

How Your Services are Funded

Local Tax Revenue Sources

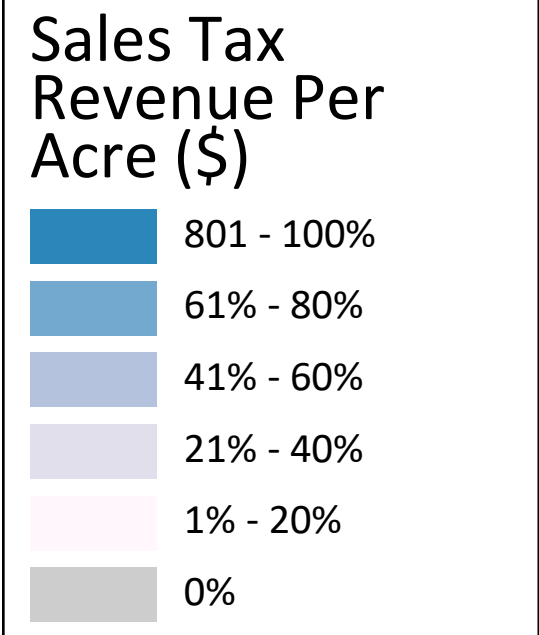
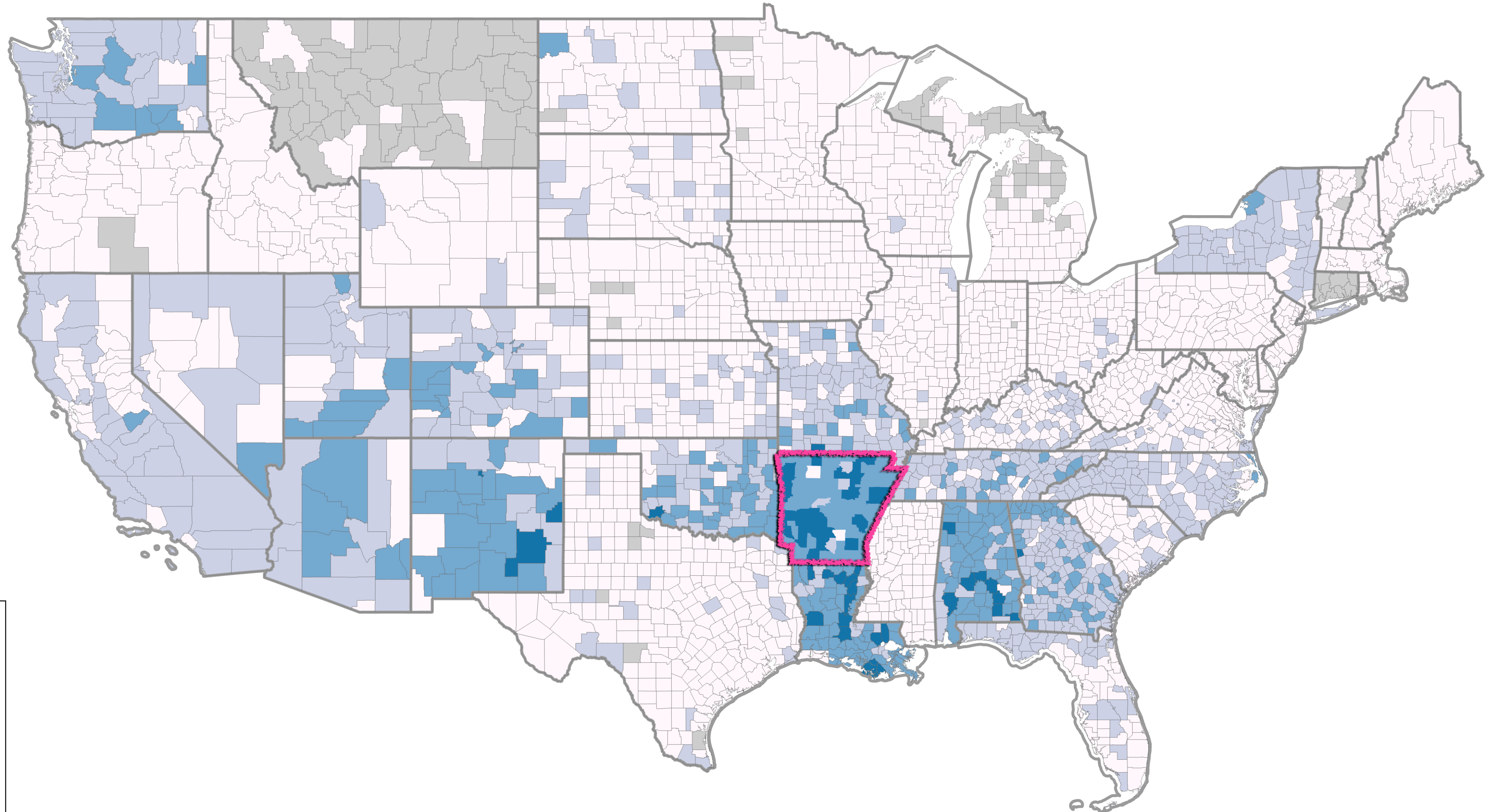
United States

- Property Tax
- Sales Tax
- Income & Other



Proportion of Local Tax Revenues from Sales Tax

United States

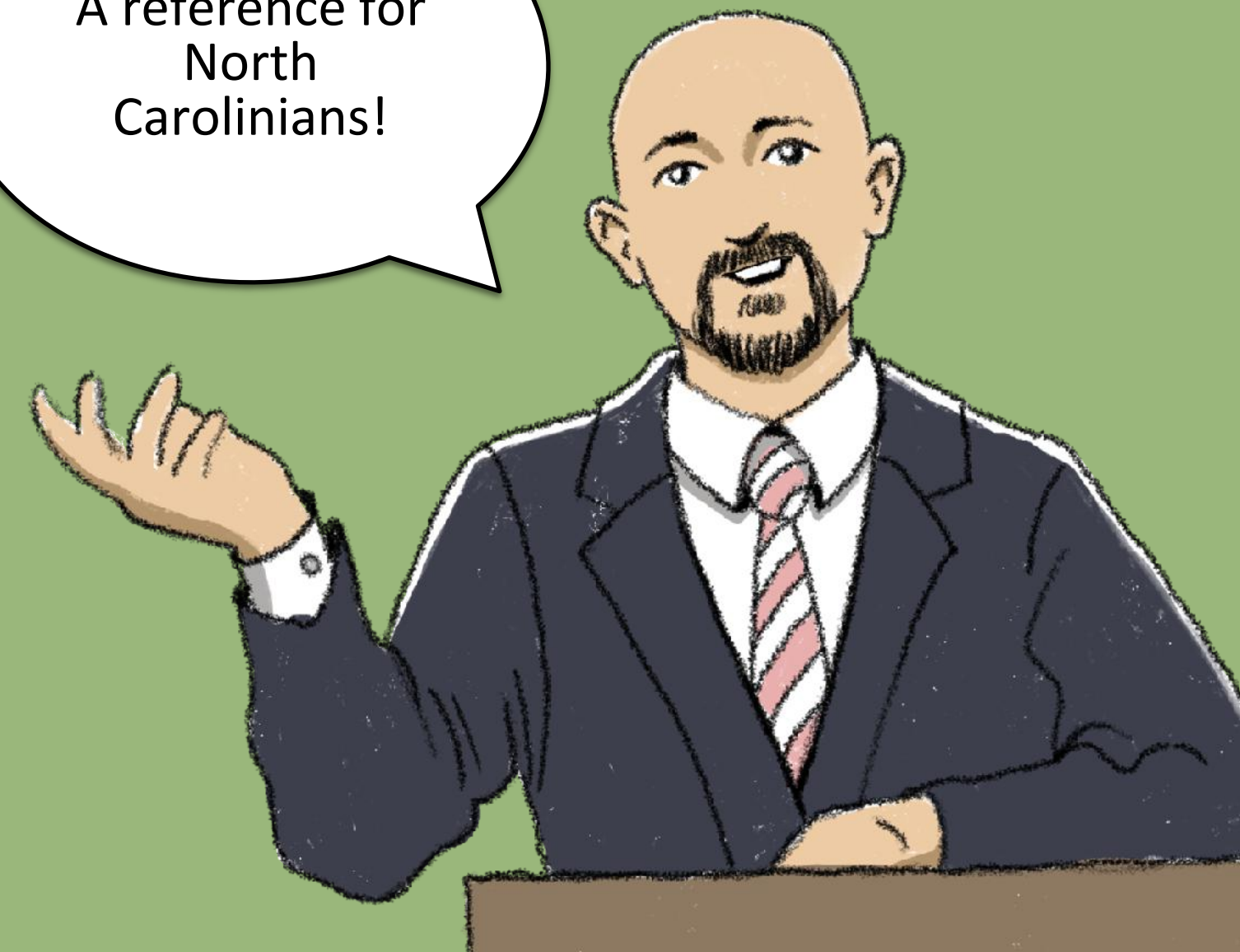


wikiHow Your Taxes Work

Arkansas



A reference for
North
Carolinians!





Market Value

-

Exemptions

=

Taxable Value

X

Mill Rate

=

Tax Bill

This is how North Carolina's system works!





Market Value

x

Assessment Rate

=

Assessed Value

x

Mill Rate



=

Tax Bill

This is how
Arkansas's system
works!





	Market Value	X	<u>Assessment Rate</u>	=	Assessed Value	X	<u>Mill Rate</u>	=	Tax Bill
 Commercial	\$300,000	X	20%	=	\$60,000	X	0.0032	=	<u>\$192</u>
 Residential	\$300,000	X	20%	=	\$60,000	X	0.0032	=	<u>\$192</u>

Property tax is collected by the municipality



*Millage Rate for soles Bryant, AR



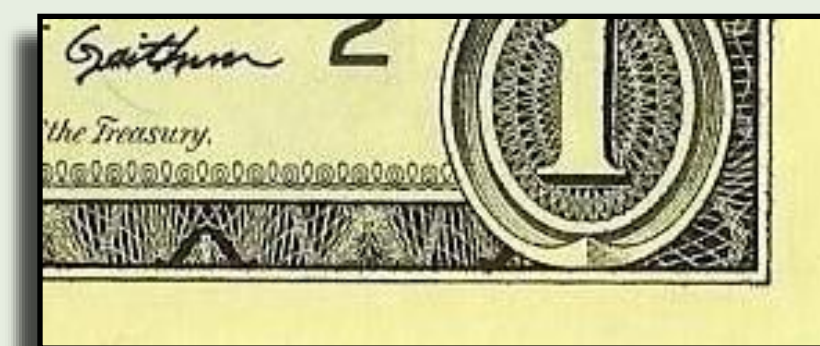
Bryant Resident's Property Tax Dollar



76¢
Schools



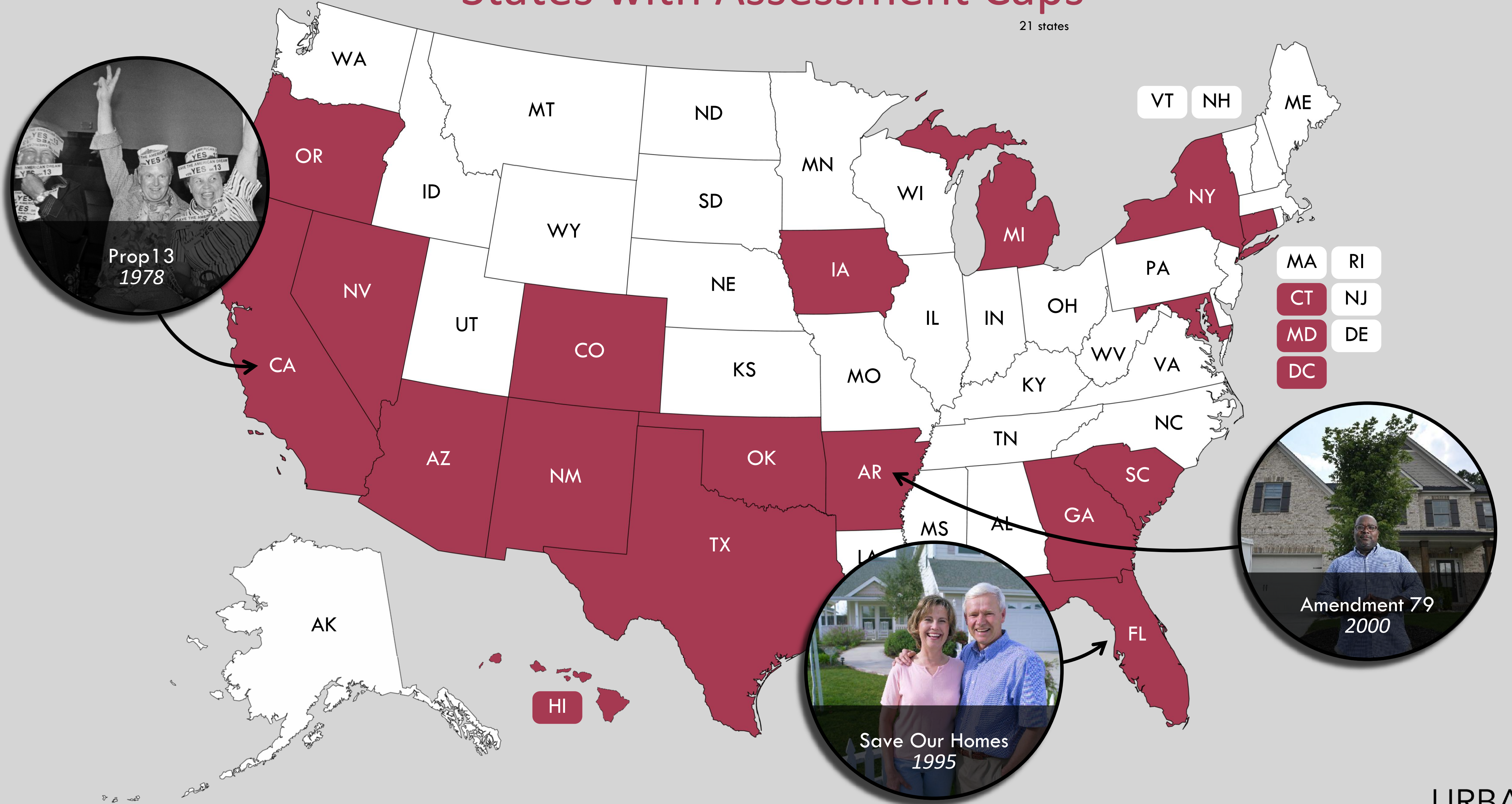
18¢
County





6¢
City

States with Assessment Caps

21 states

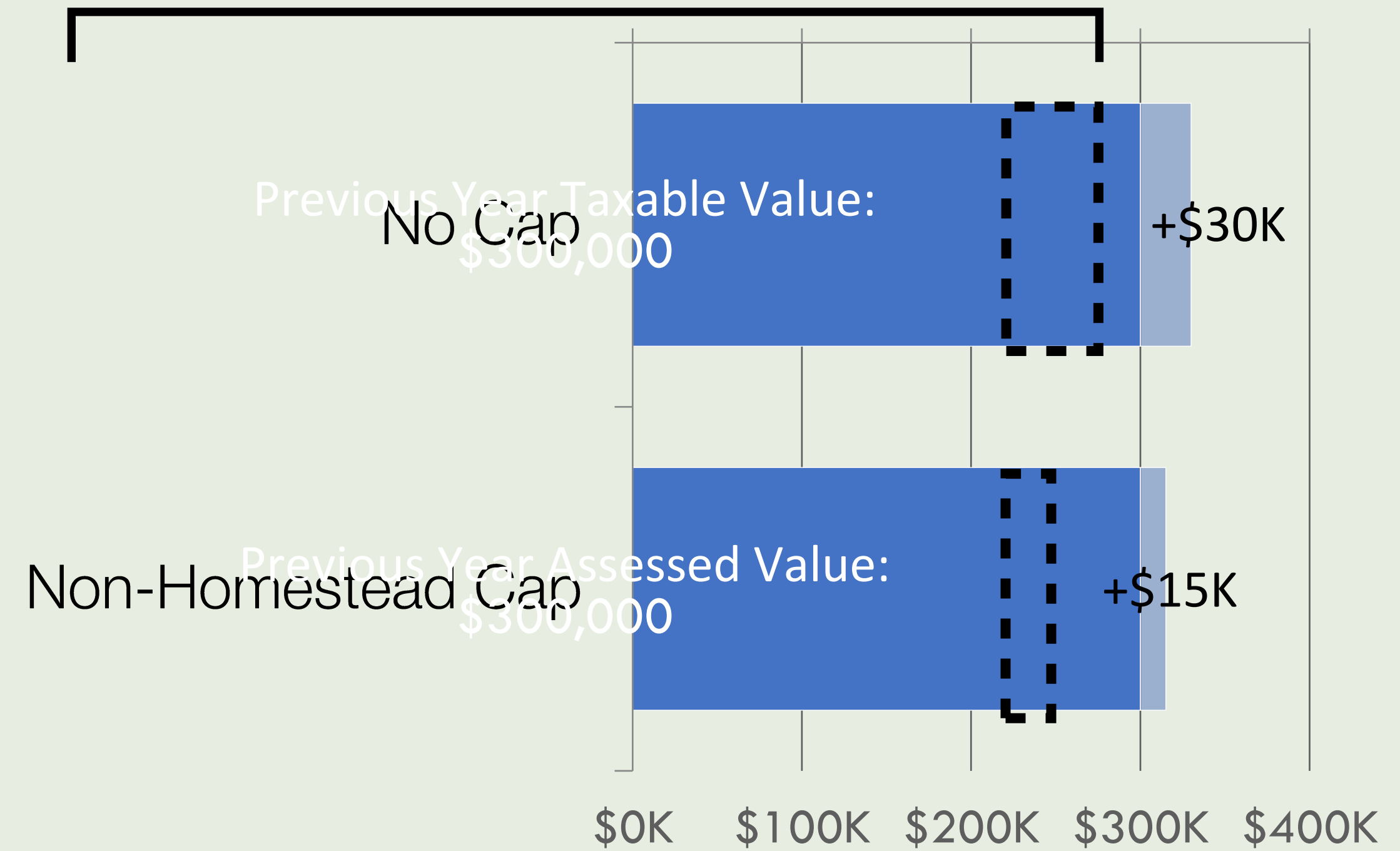




	Assessed Value	Annual Increase Value Cap
 All Other Properties	\$300K	10%
 Homestead	\$300K	5% + \$600 tax credit!



Current Year Taxable Value:



Homestead properties receive a 5% cap!

*Includes non-primary residential and apartments



Assessed Value

2025 Total Assessed Value
\$300K value in 2026 (up from \$250K in 2025)

\$60,000



No Cap

\$55,000



Non-Homestead Cap

Homeowner has 10%
growth cap

+ \$600 tax credit!

\$52,500



Homestead Cap

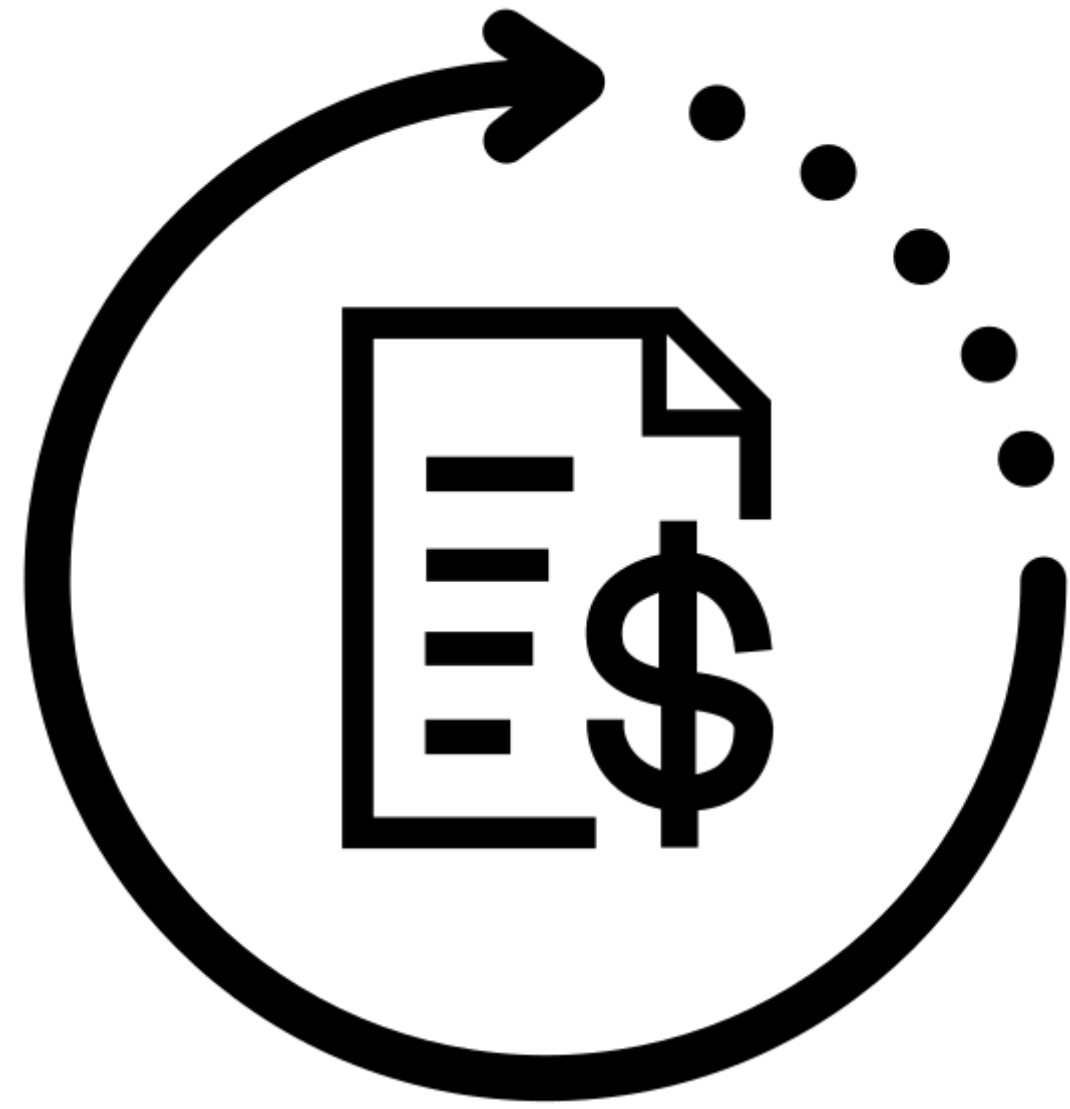
Homeowner has 5%
growth cap

\$50,000



Freeze

Homeowner is a person
with a disability or 65+

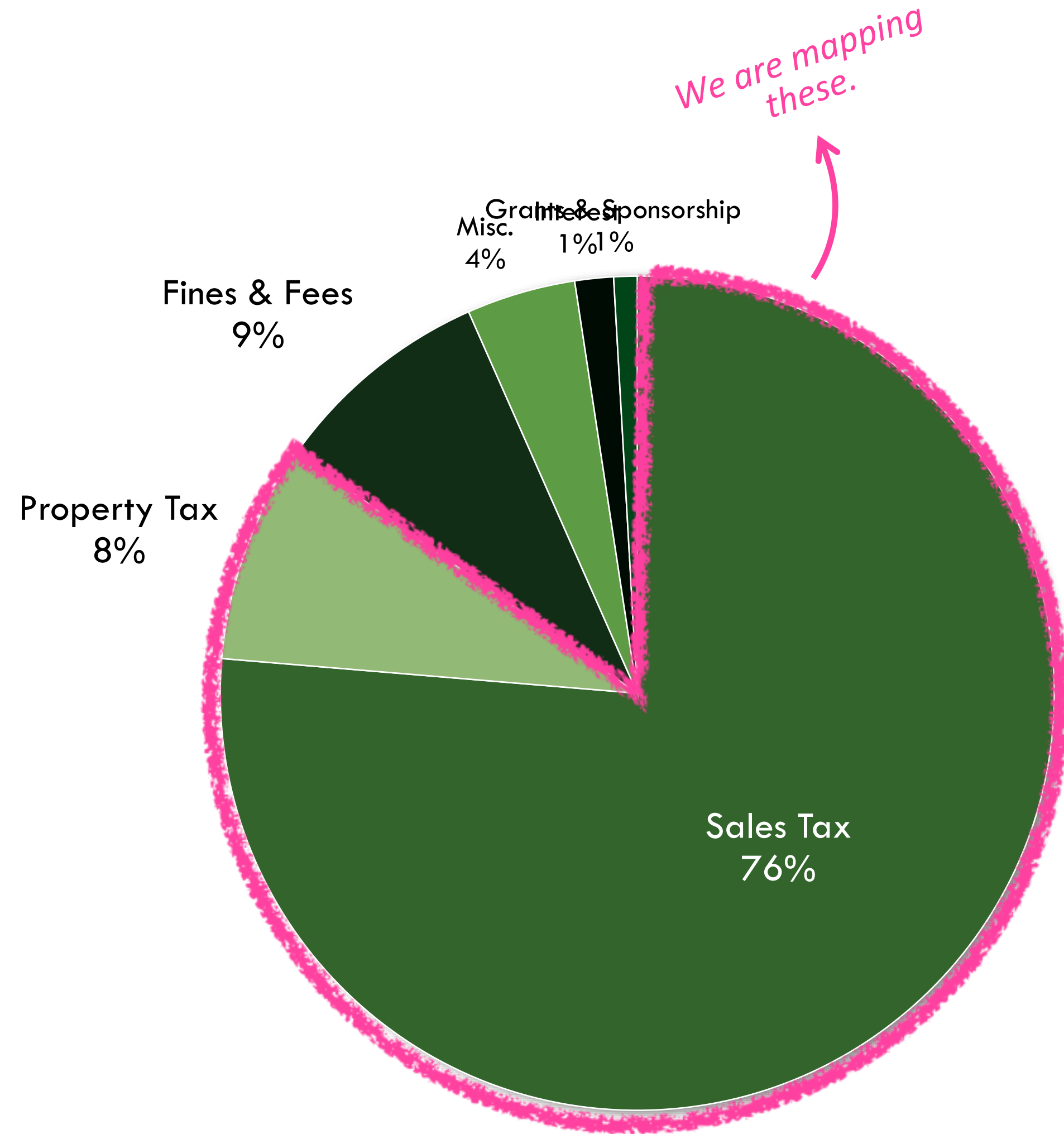


Budget

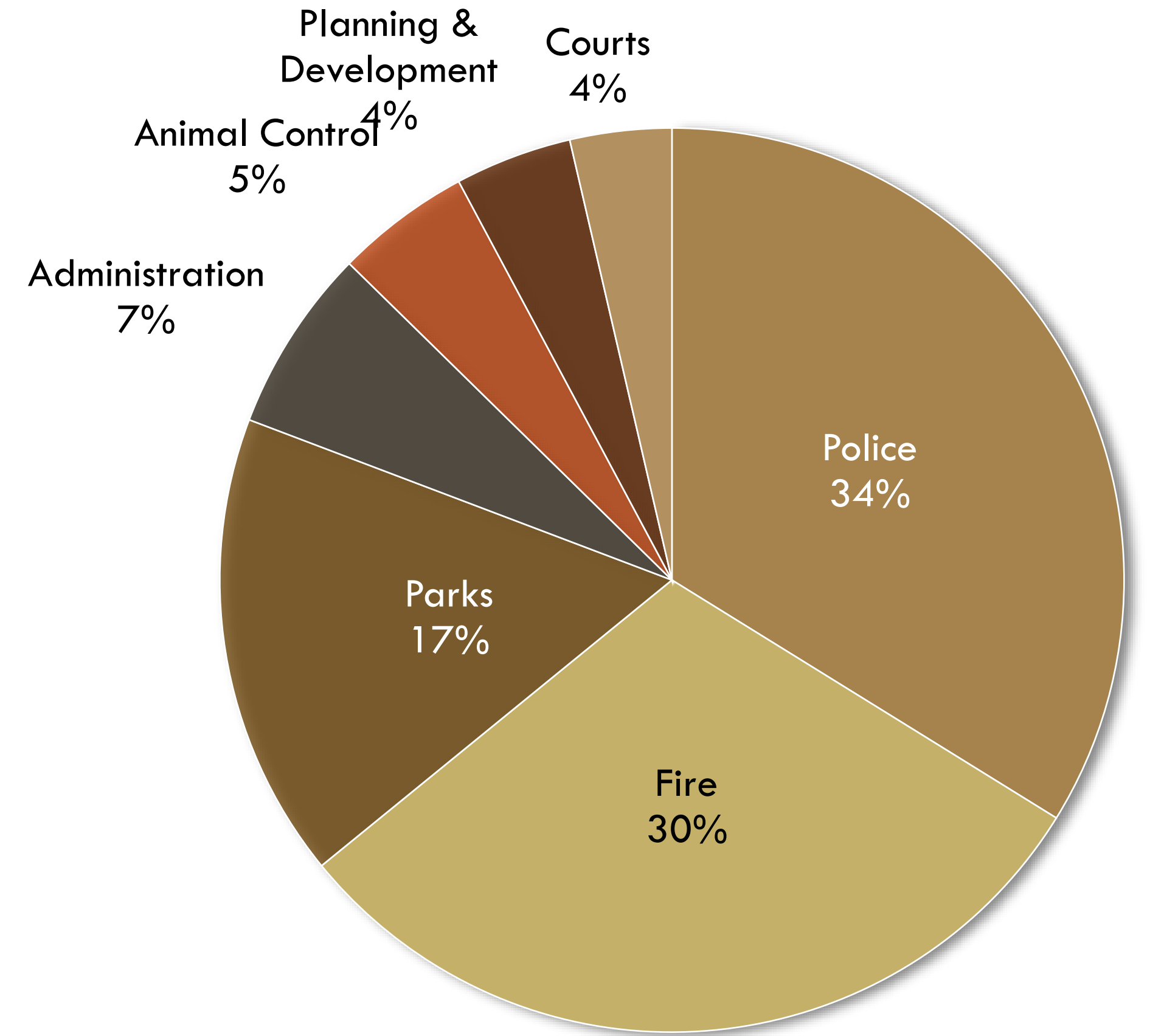
Your Community by the Numbers

2025 General Fund Budget

Bryant, AR



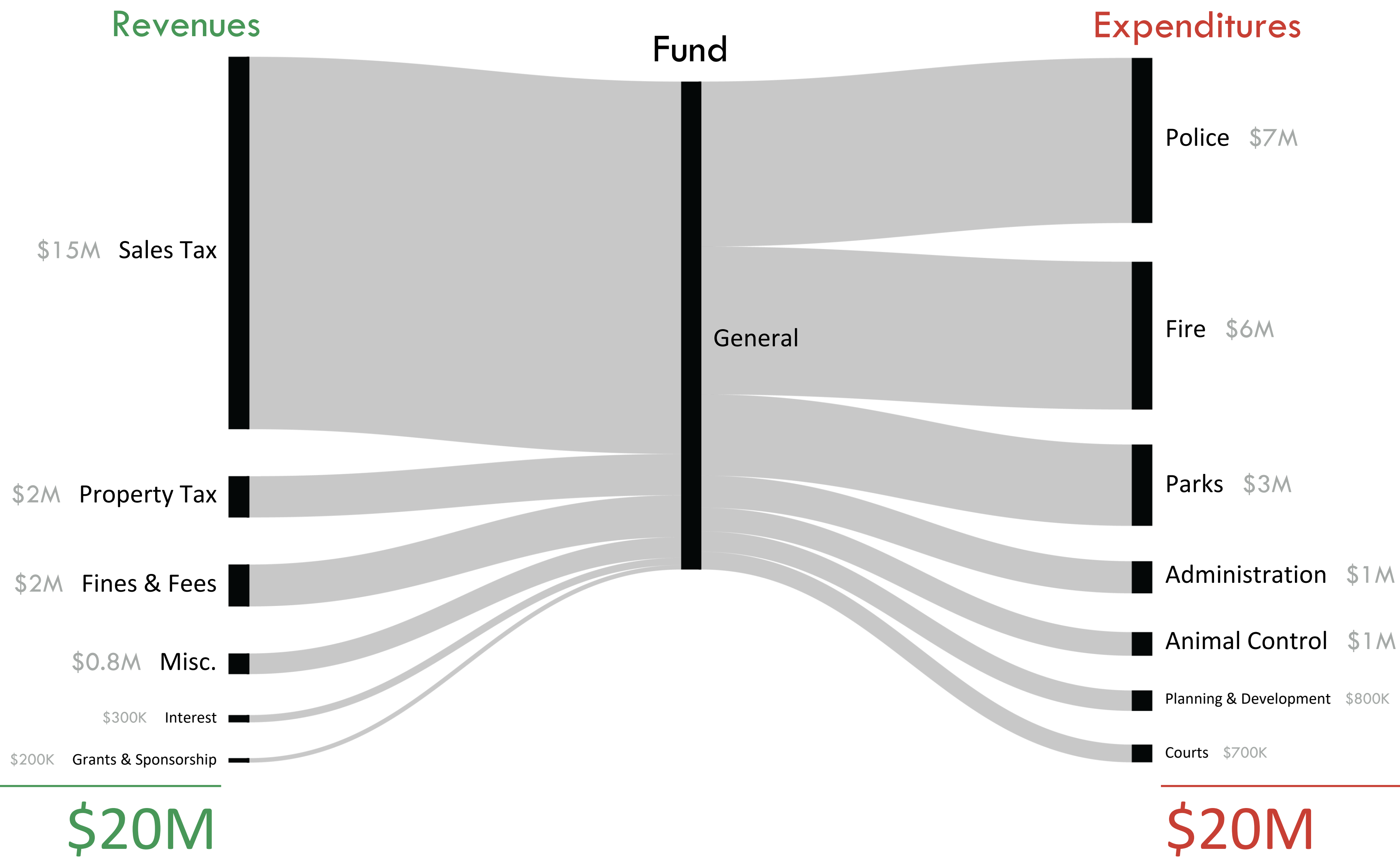
Revenues: \$20M



Expenditures: \$20M

2025 General Fund: Flow of Funds

Bryant, AR



2025 General Fund: Flow of Funds

Bryant, AR

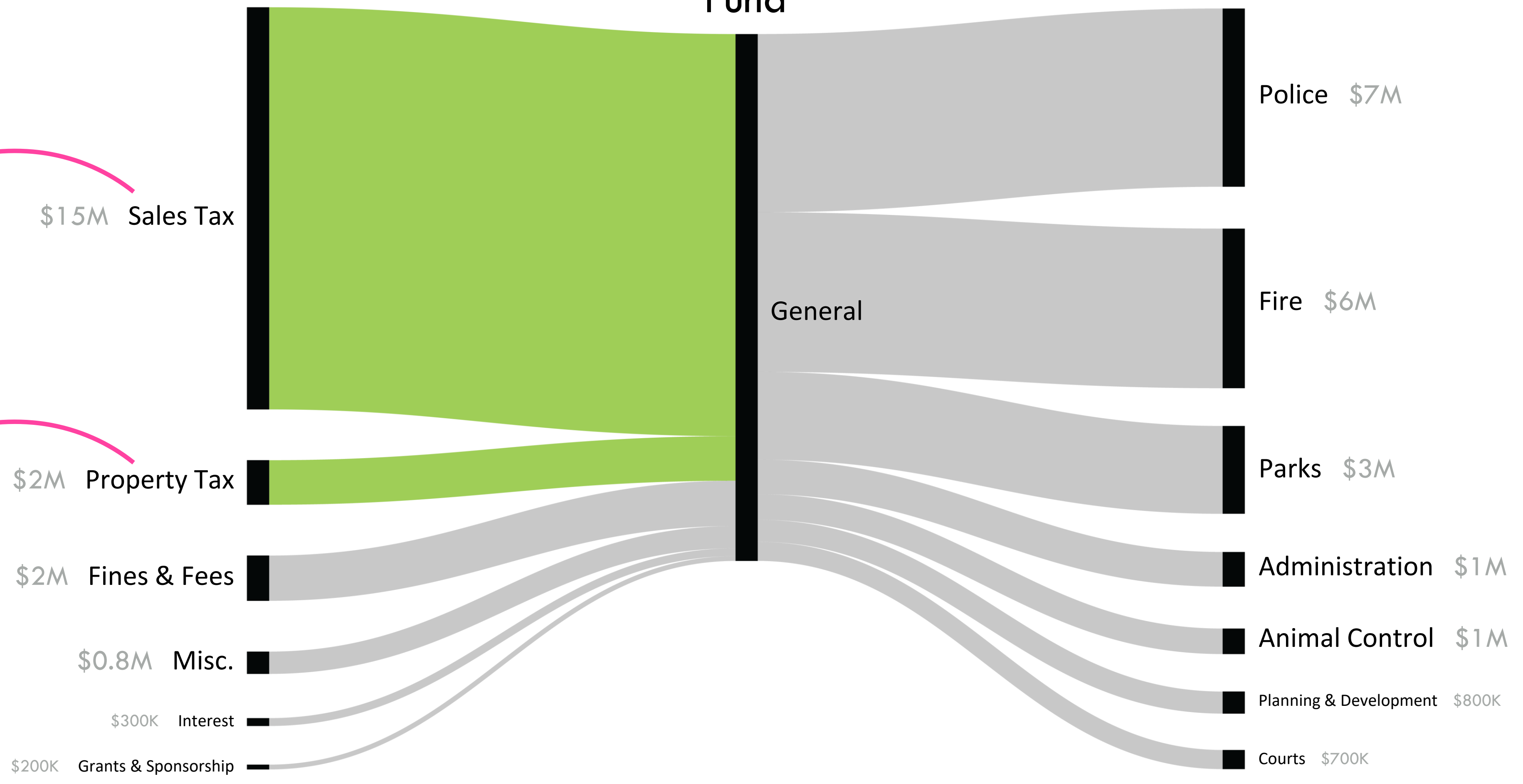
Revenues

Fund

Expenditures

We are mapping this.

and this.



\$20M

\$20M

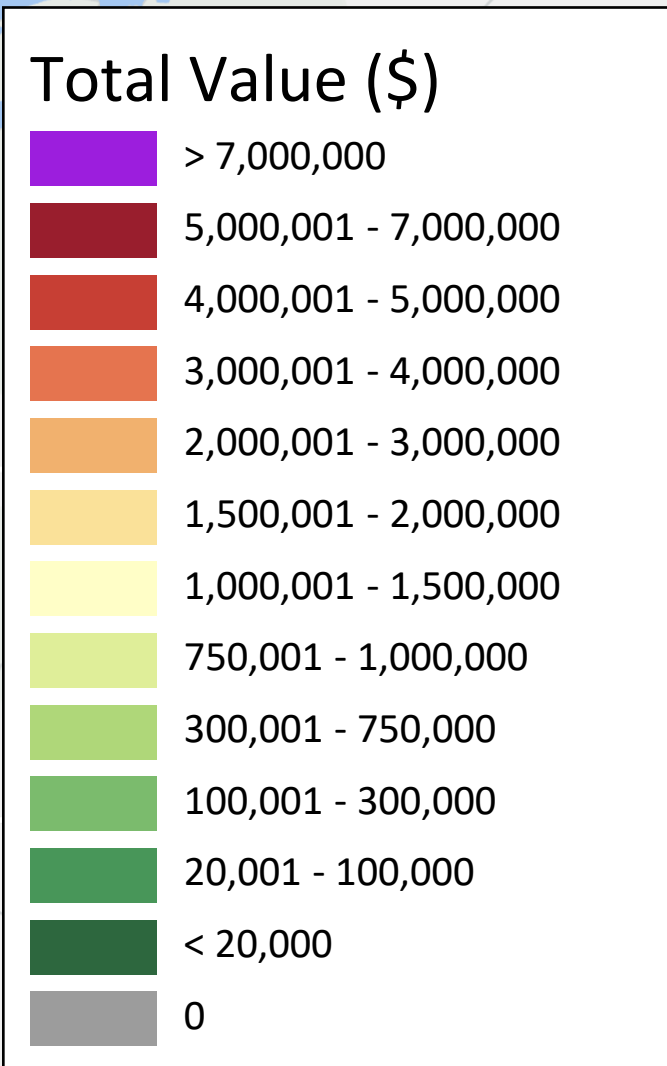
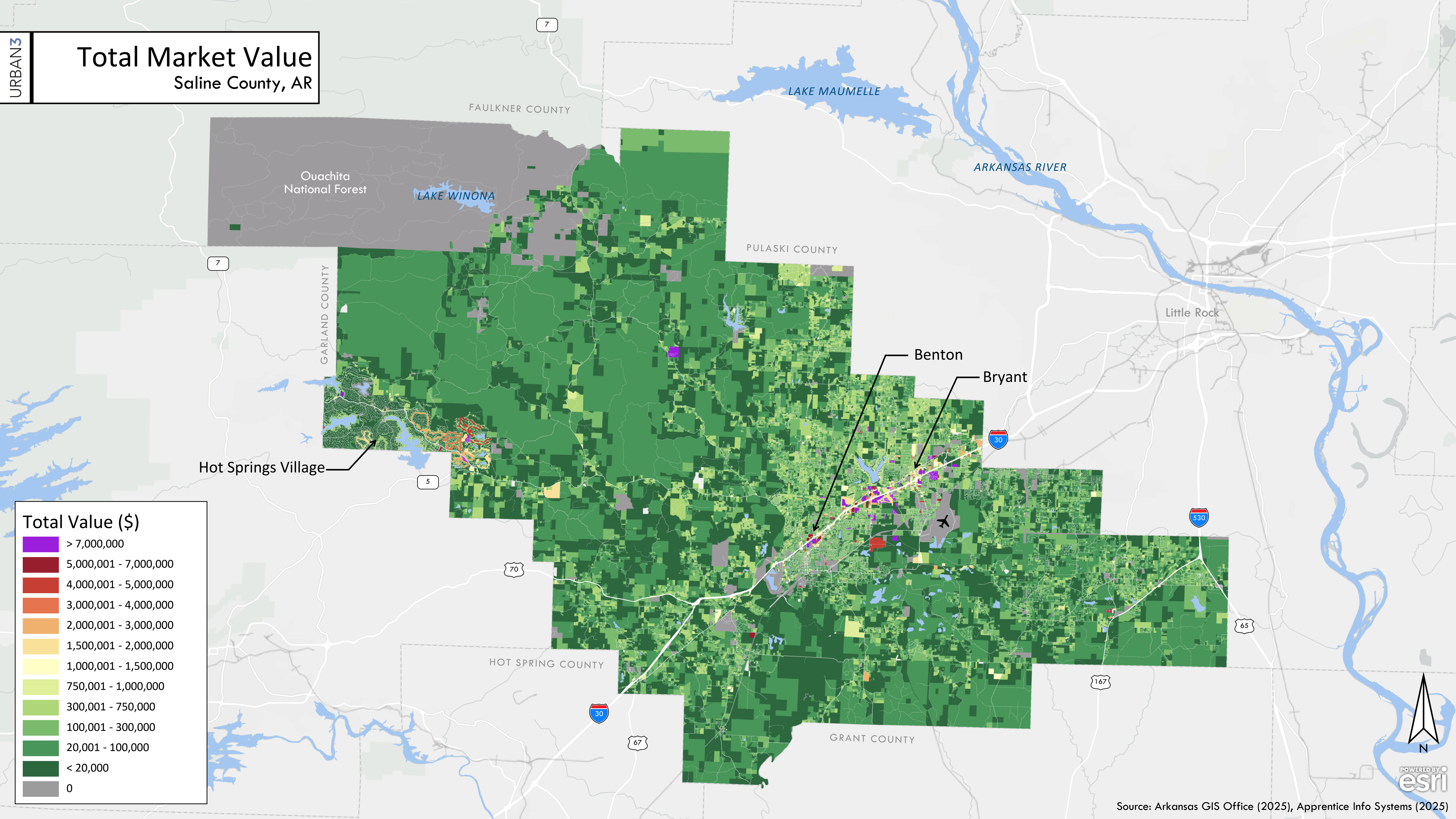


Case Study: Economic MRI®

Bryant, Arkansas

Total Market Value

Saline County, AR



Hot Springs Village

Benton

Bryant

167

67

70

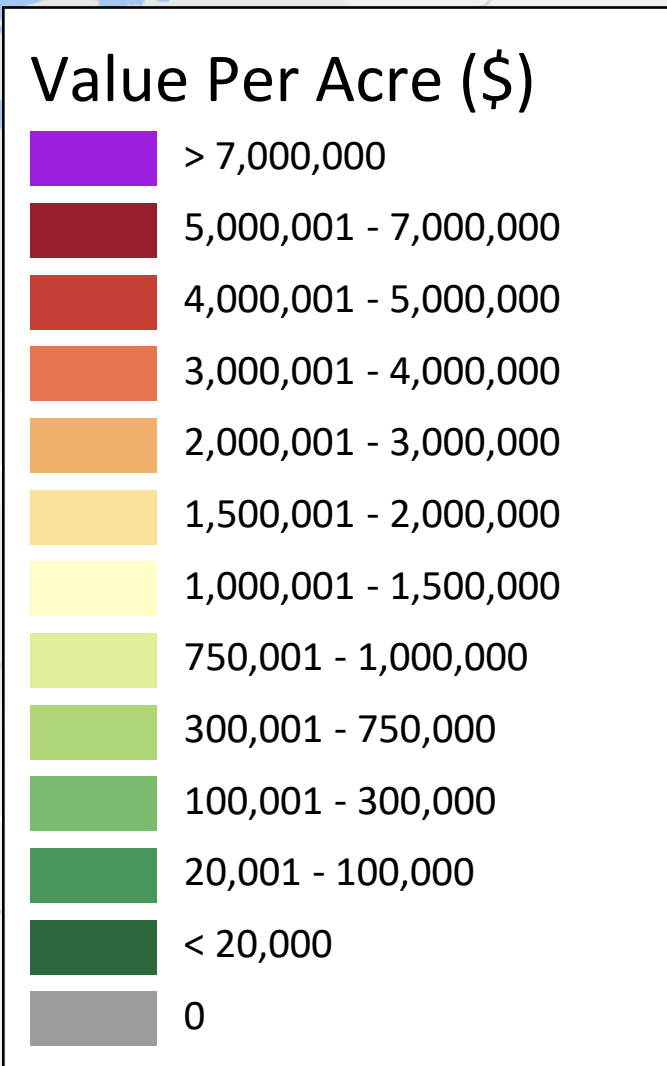
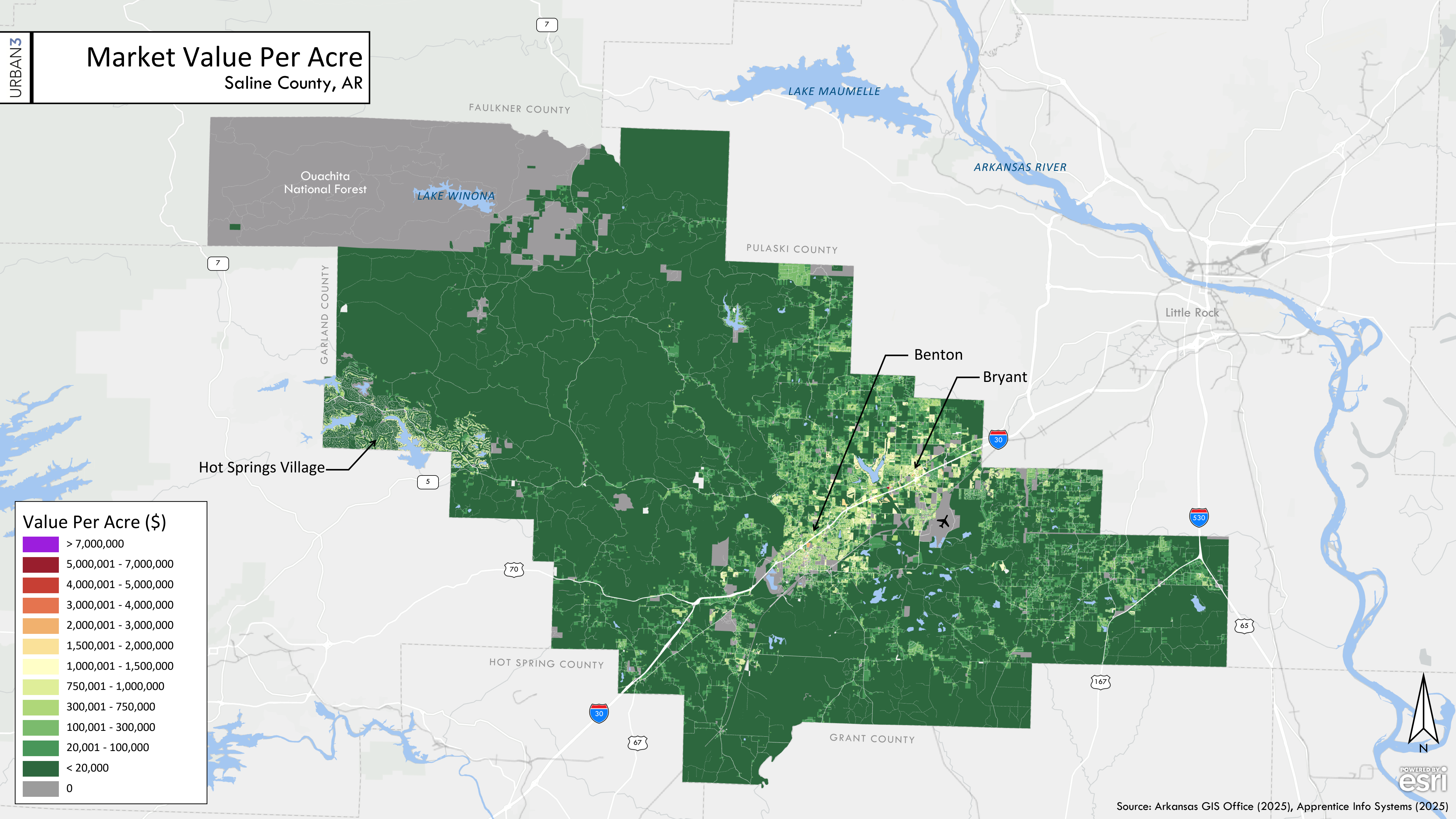
5

7



Market Value Per Acre

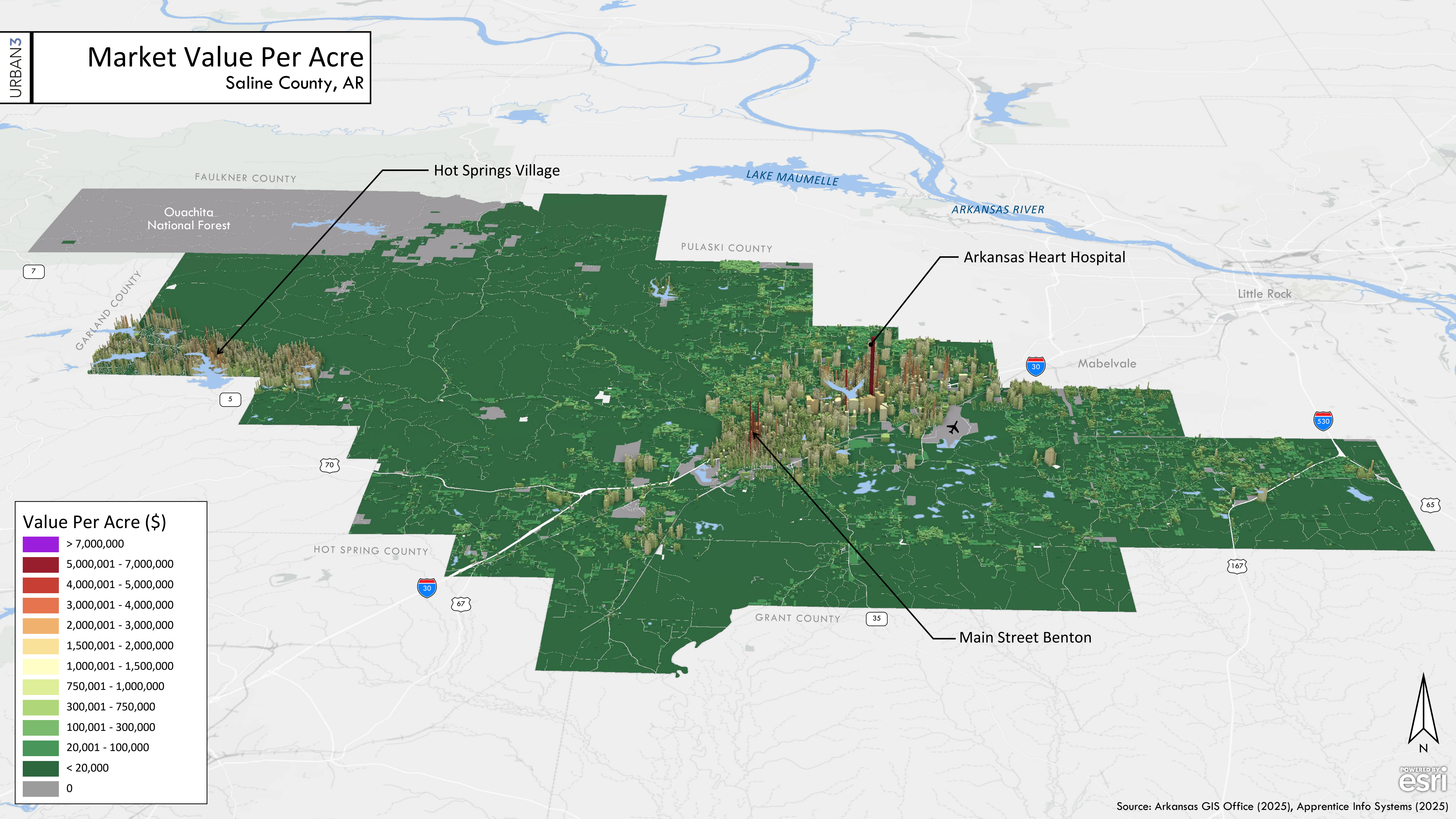
Saline County, AR



URBAN3

Market Value Per Acre

Saline County, AR



Value Per Acre (\$)

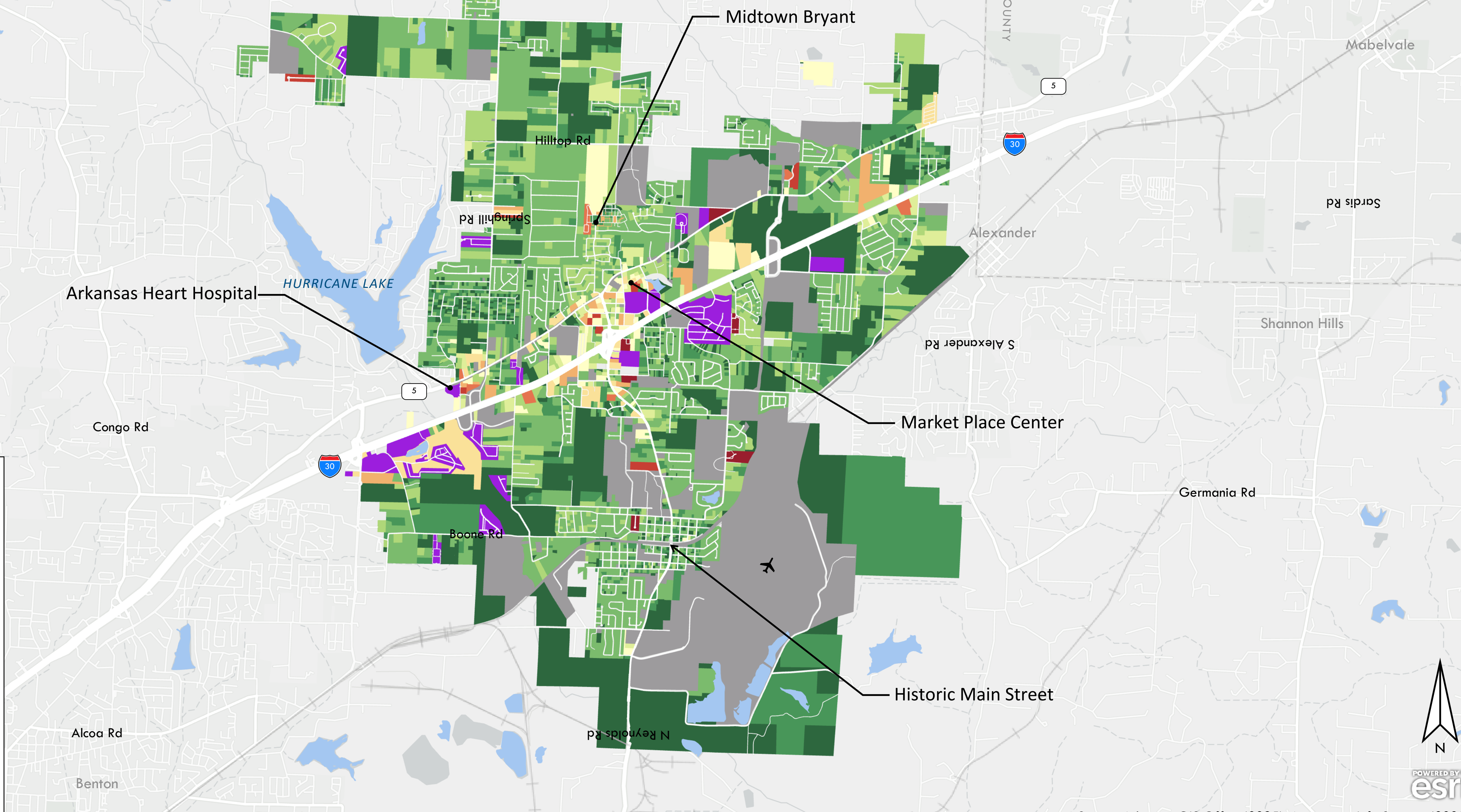
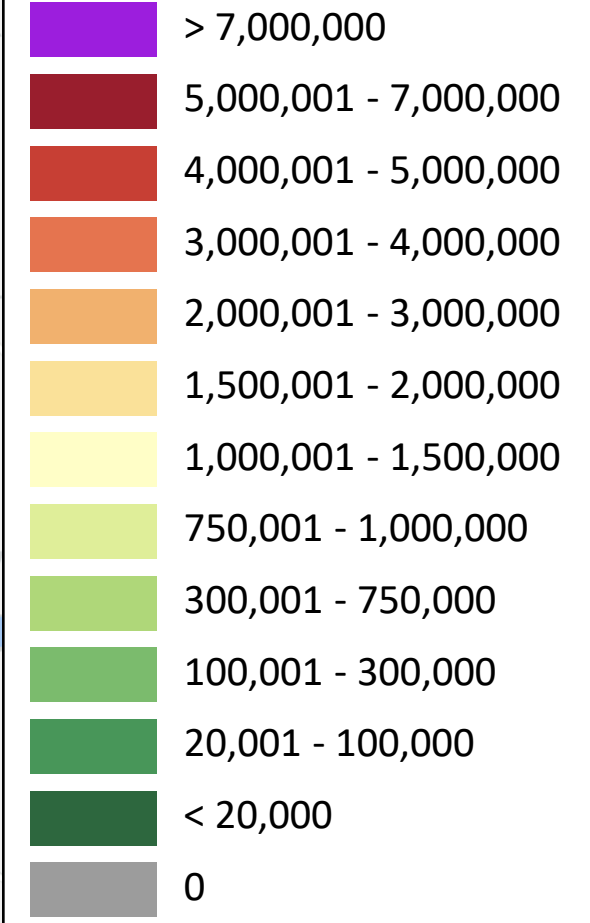
Dark Purple	> 7,000,000
Dark Red	5,000,001 - 7,000,000
Red	4,000,001 - 5,000,000
Orange-Red	3,000,001 - 4,000,000
Orange	2,000,001 - 3,000,000
Light Orange	1,500,001 - 2,000,000
Yellow	1,000,001 - 1,500,000
Light Green	750,001 - 1,000,000
Medium Green	300,001 - 750,000
Dark Green	100,001 - 300,000
Very Dark Green	20,001 - 100,000
Black	< 20,000
Grey	0



Total Market Value

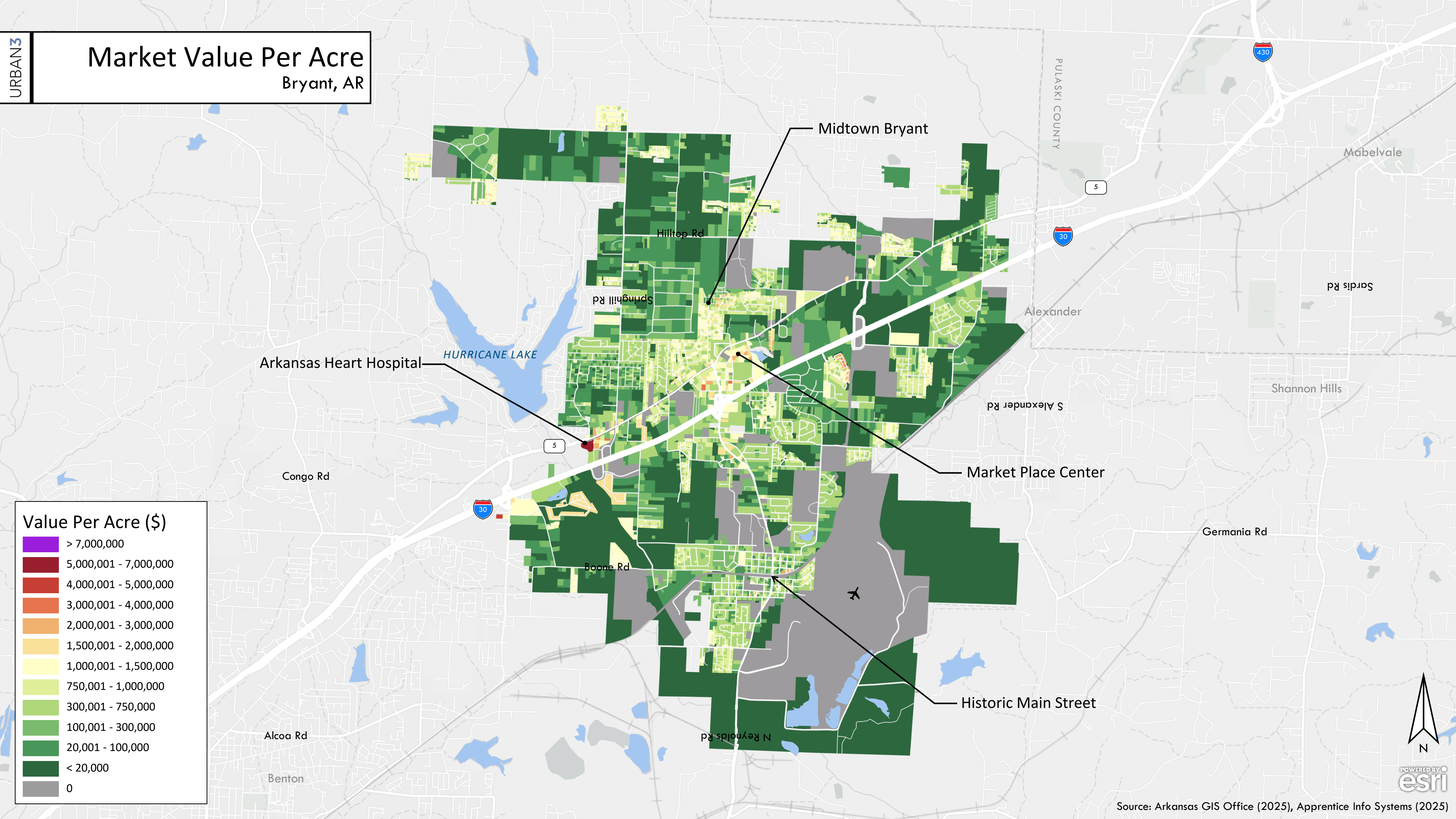
Bryant, AR

Total Value (\$)



Market Value Per Acre

Bryant, AR



Value Per Acre (\$)

> 7,000,000
5,000,001 - 7,000,000
4,000,001 - 5,000,000
3,000,001 - 4,000,000
2,000,001 - 3,000,000
1,500,001 - 2,000,000
1,000,001 - 1,500,000
750,001 - 1,000,000
300,001 - 750,000
100,001 - 300,000
20,001 - 100,000
< 20,000
0



Market Value Per Acre

Bryant, AR

Holiday Inn Express

Arkansas Heart Hospital

Midtown Bryant

Alcoa Rd

The Greens Apartments

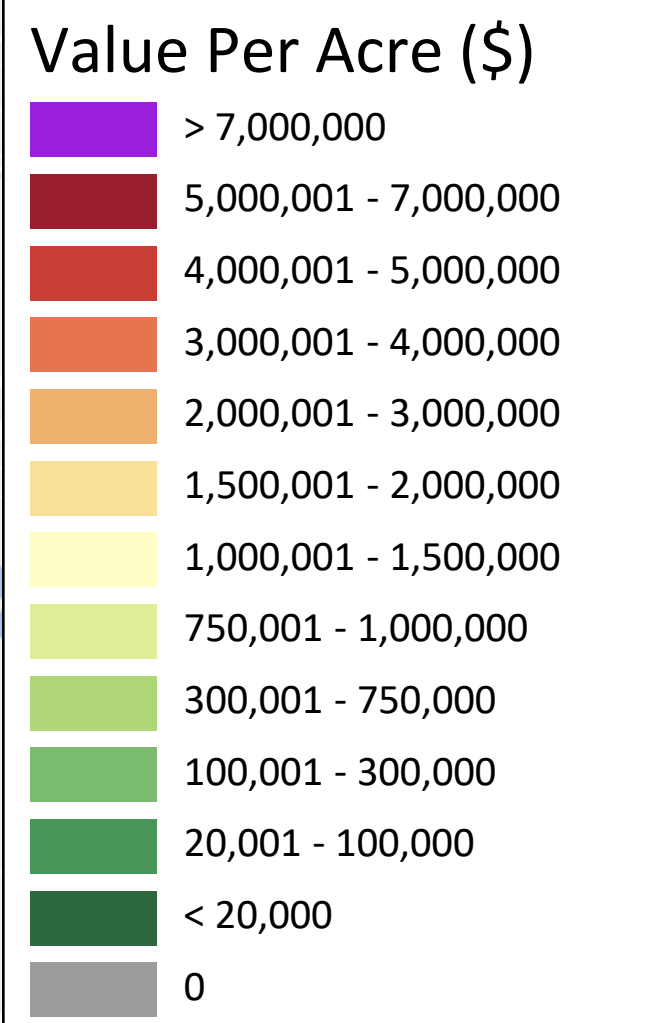
Alexander

S Alexander Rd

N Reynolds Rd

W Sardis Rd

PULASKI COUNTY



Taxable vs. Exempt

Saline County, AR

Ouachita National Forest

LAKE MAUMELLE

ARKANSAS RIVER

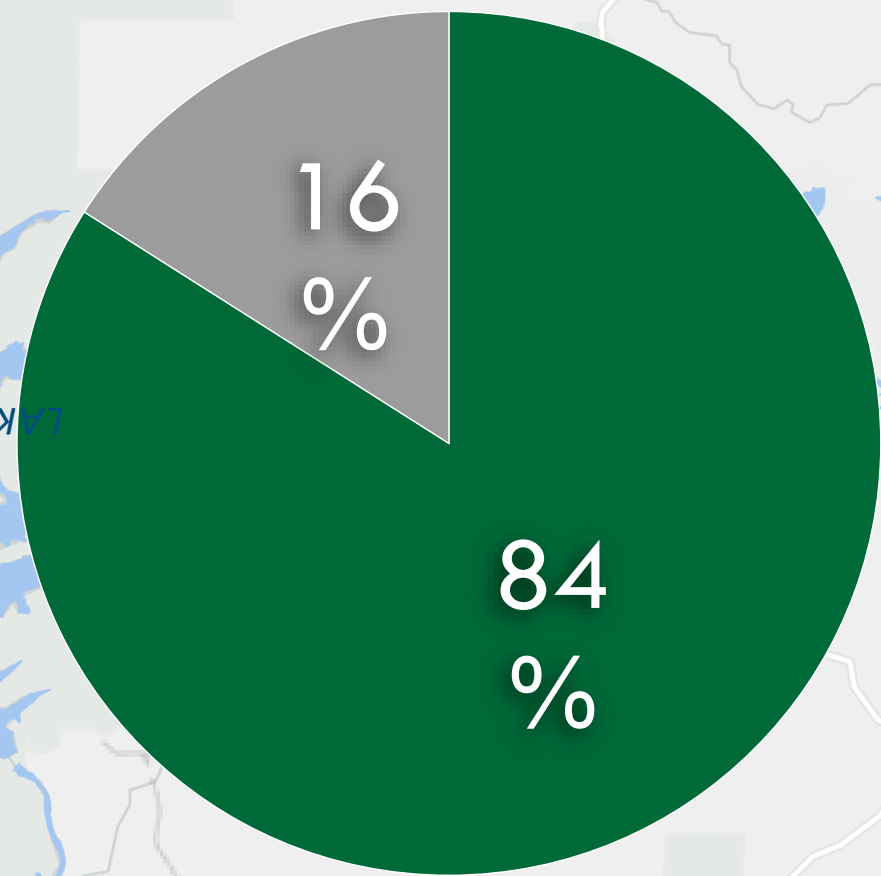
Ouachita National Forest

LAKE WINONA

PULASKI COUNTY

Little Rock

Land Area



■ Taxable ■ Exempt

Saline County Airport

Preservation
(Arkansas Natural Heritage Commission)

HOT SPRING COUNTY

GRANT COUNTY

FAULKNER COUNTY

GARLAND COUNTY

167

67

70

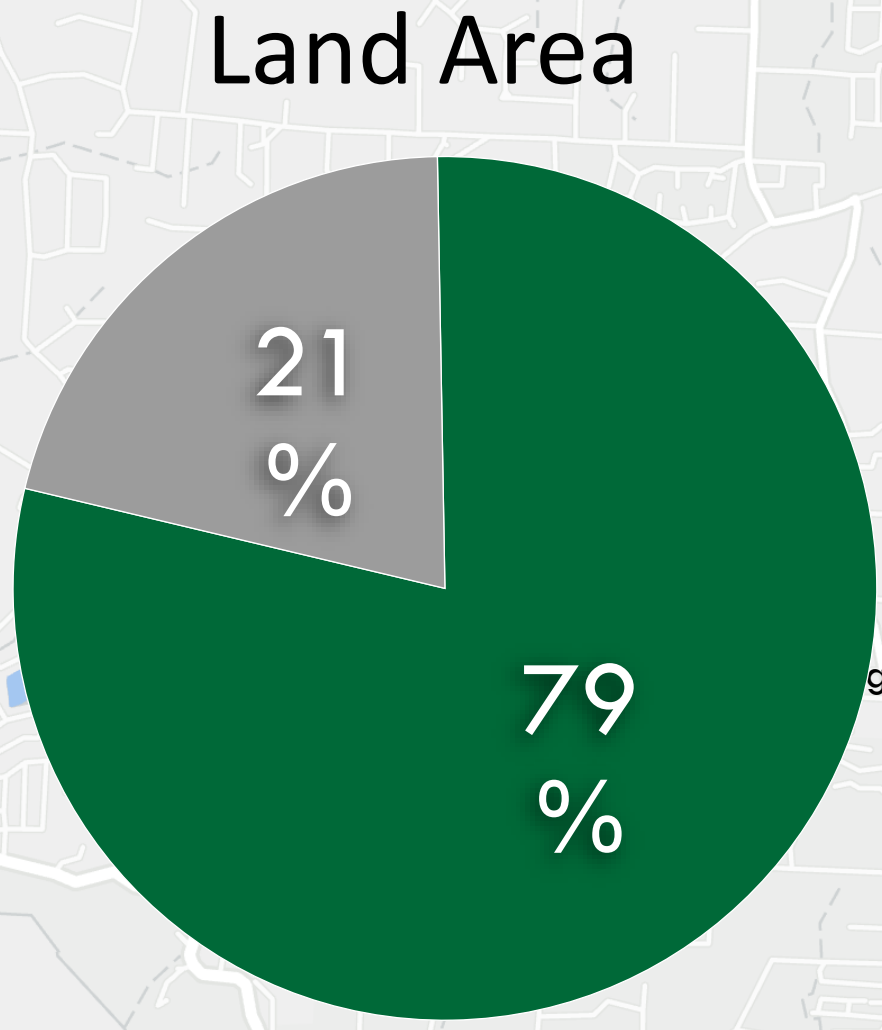
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7

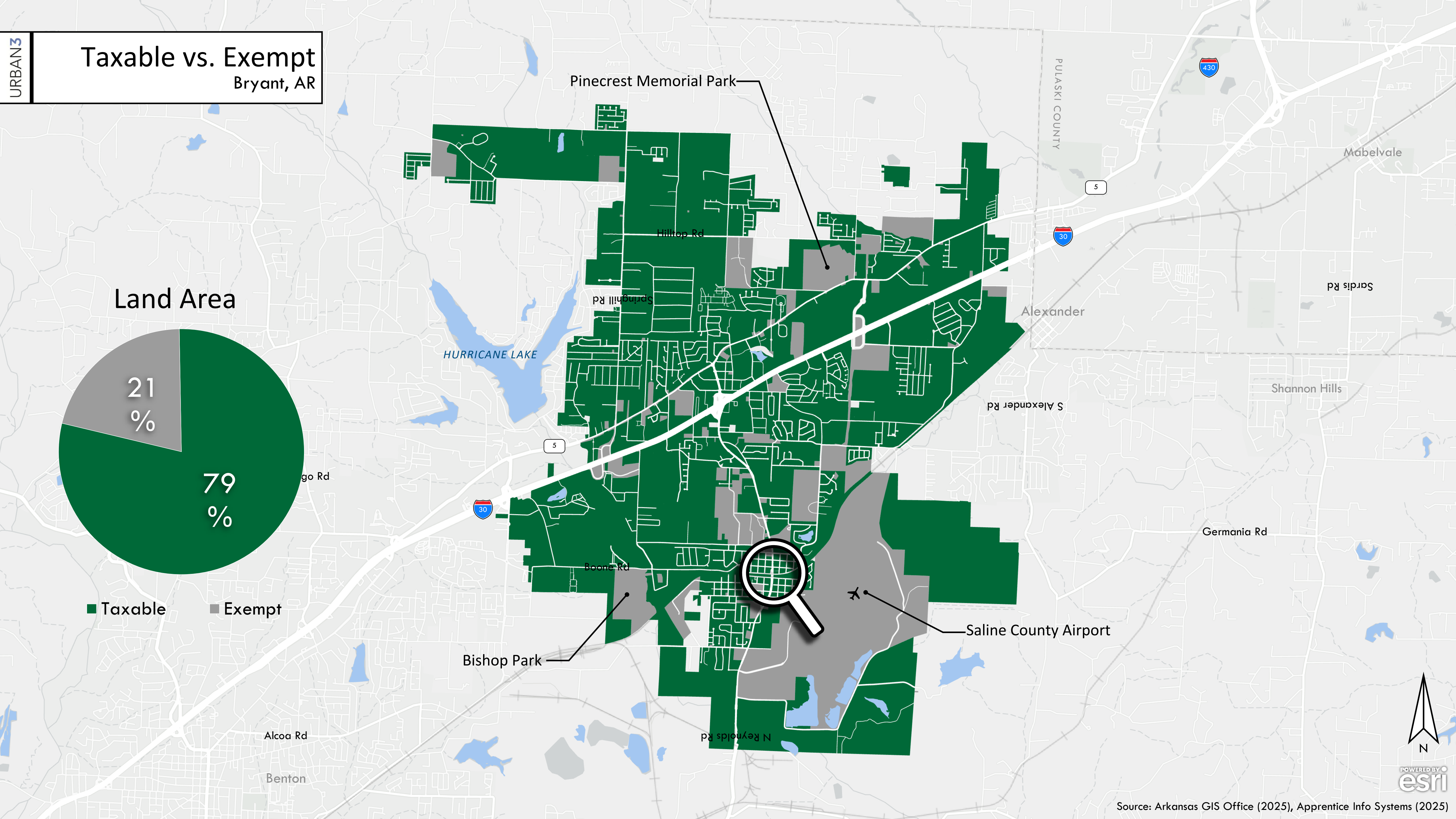
7



URBAN3
Taxable vs. Exempt
Bryant, AR

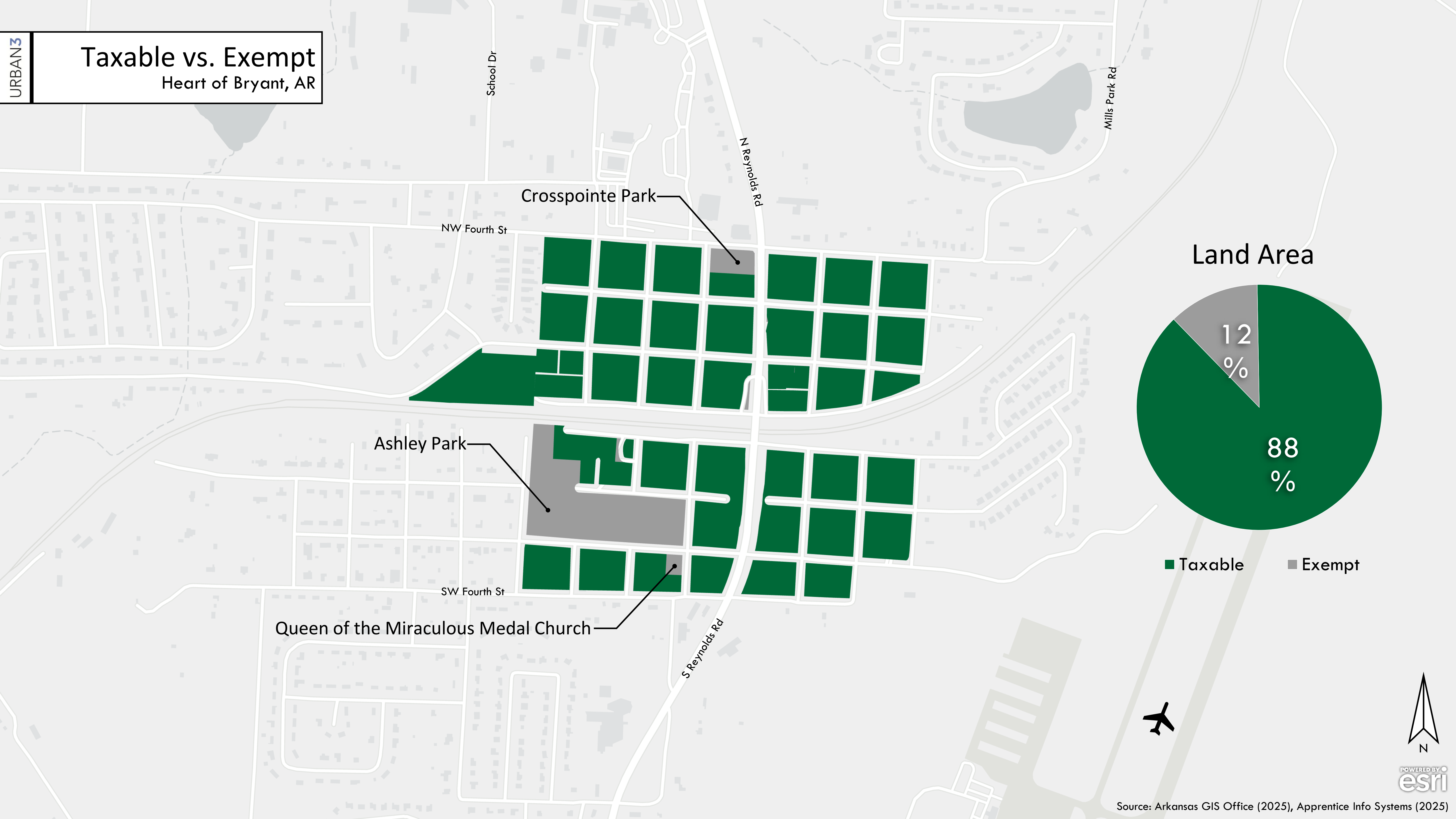


■ Taxable ■ Exempt

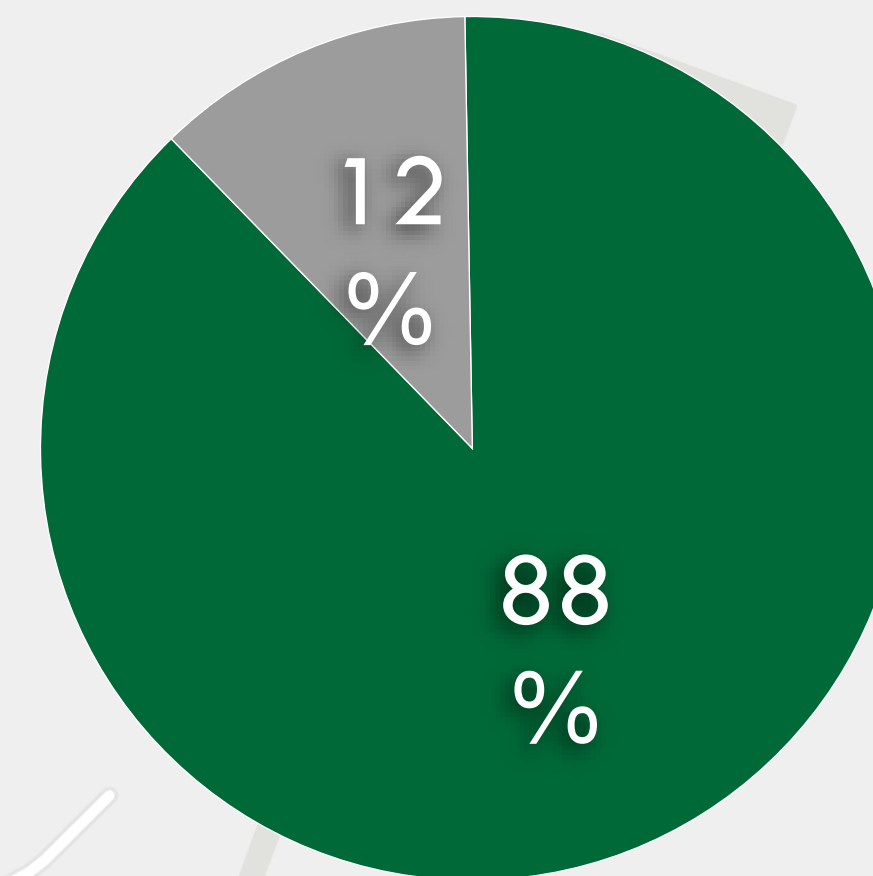


Taxable vs. Exempt

Heart of Bryant, AR



Land Area



■ Taxable ■ Exempt

Queen of the Miraculous Medal Church

Ashley Park

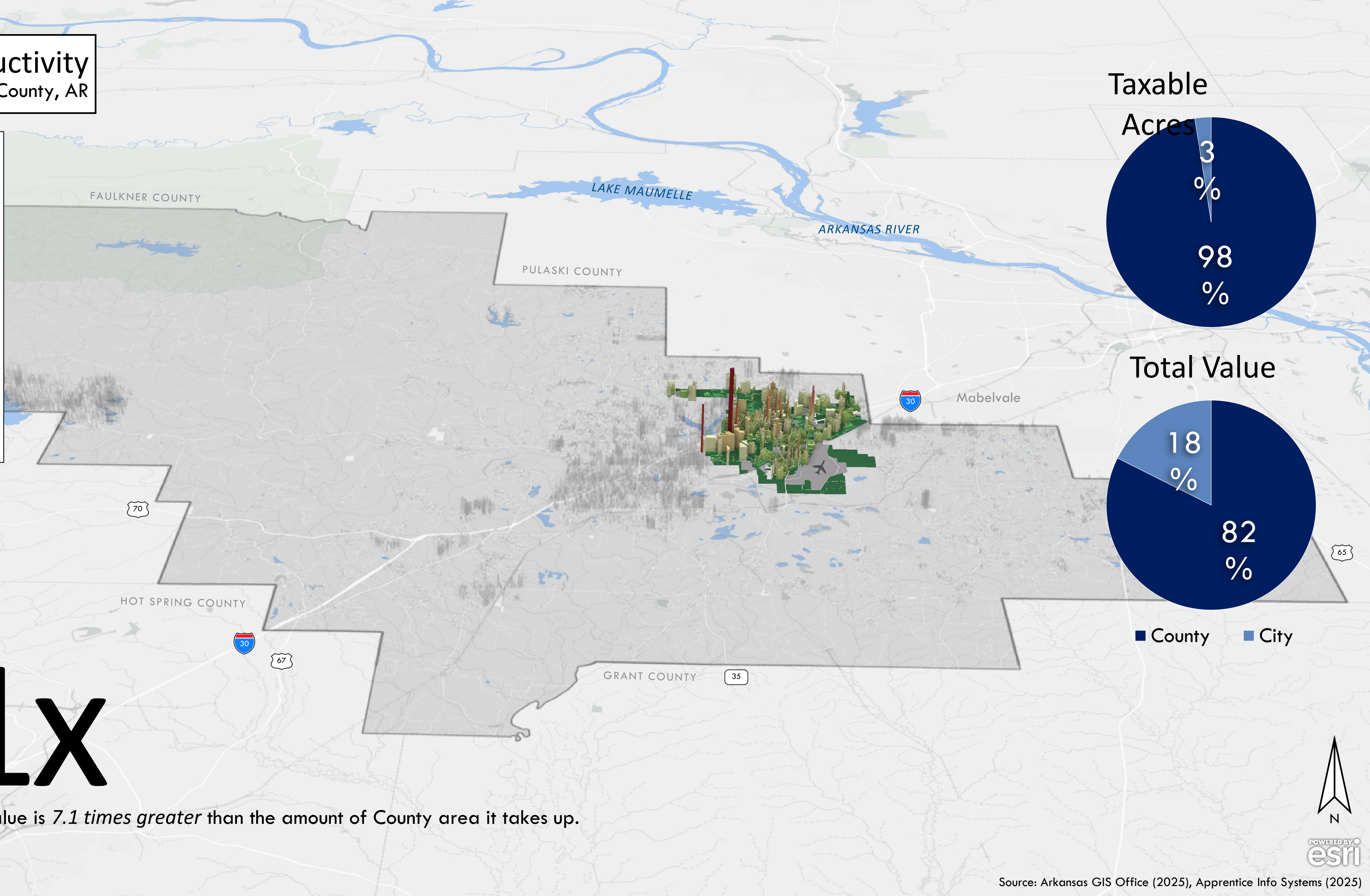
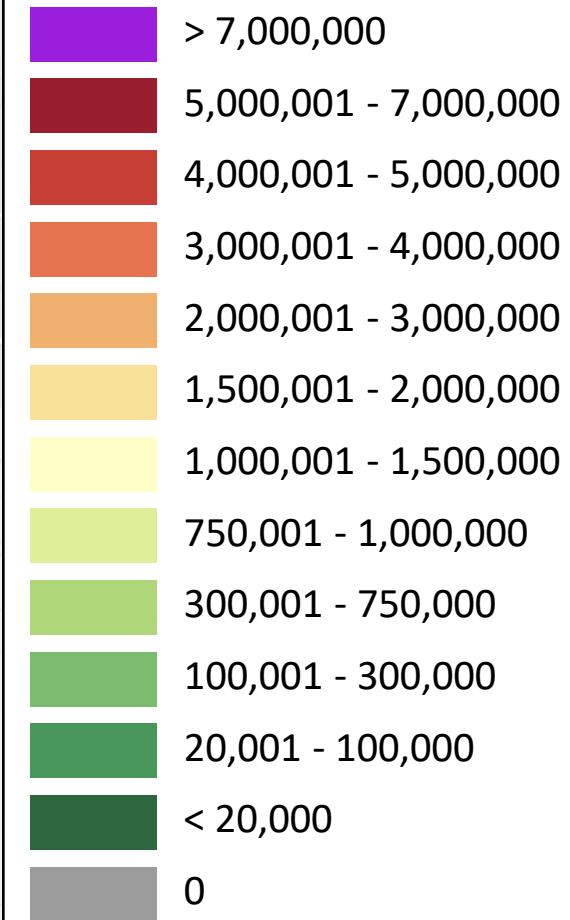
Crosspointe Park



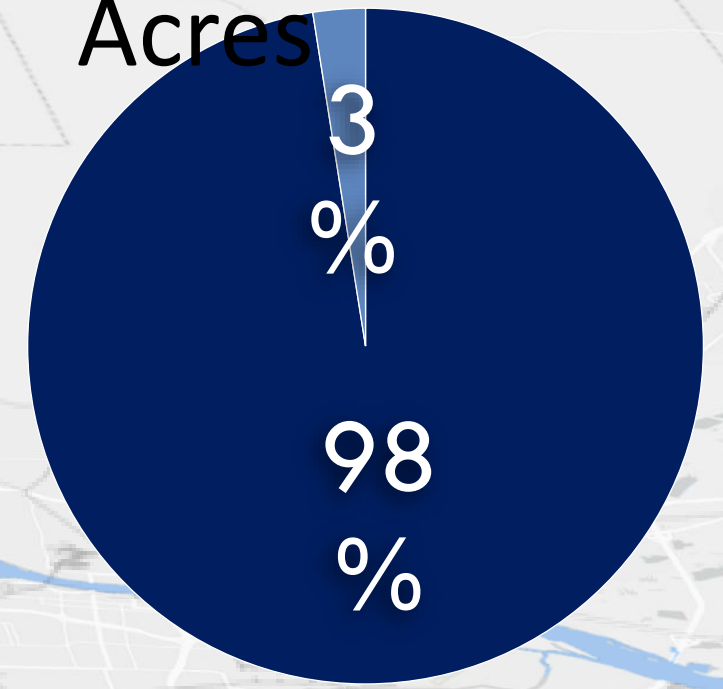
Productivity

Bryant to Saline County, AR

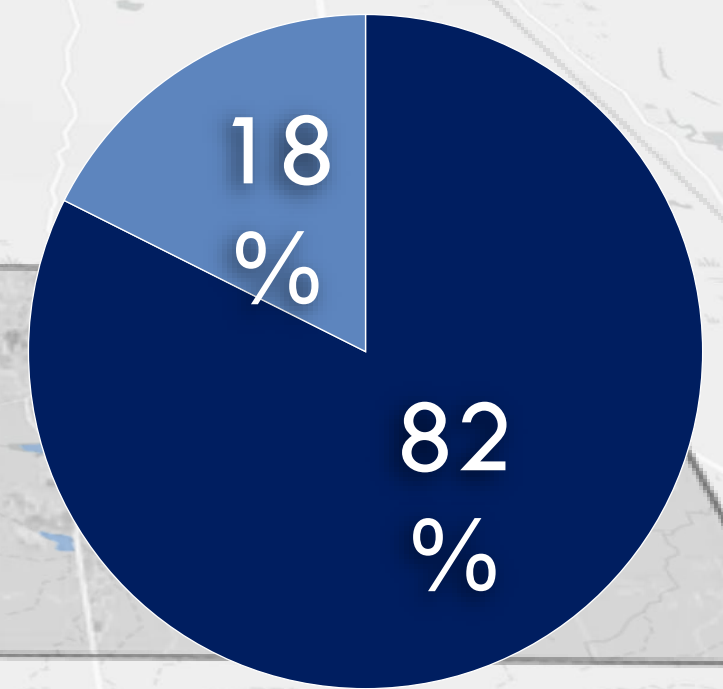
Value Per Acre (\$)



Taxable Acres



Total Value

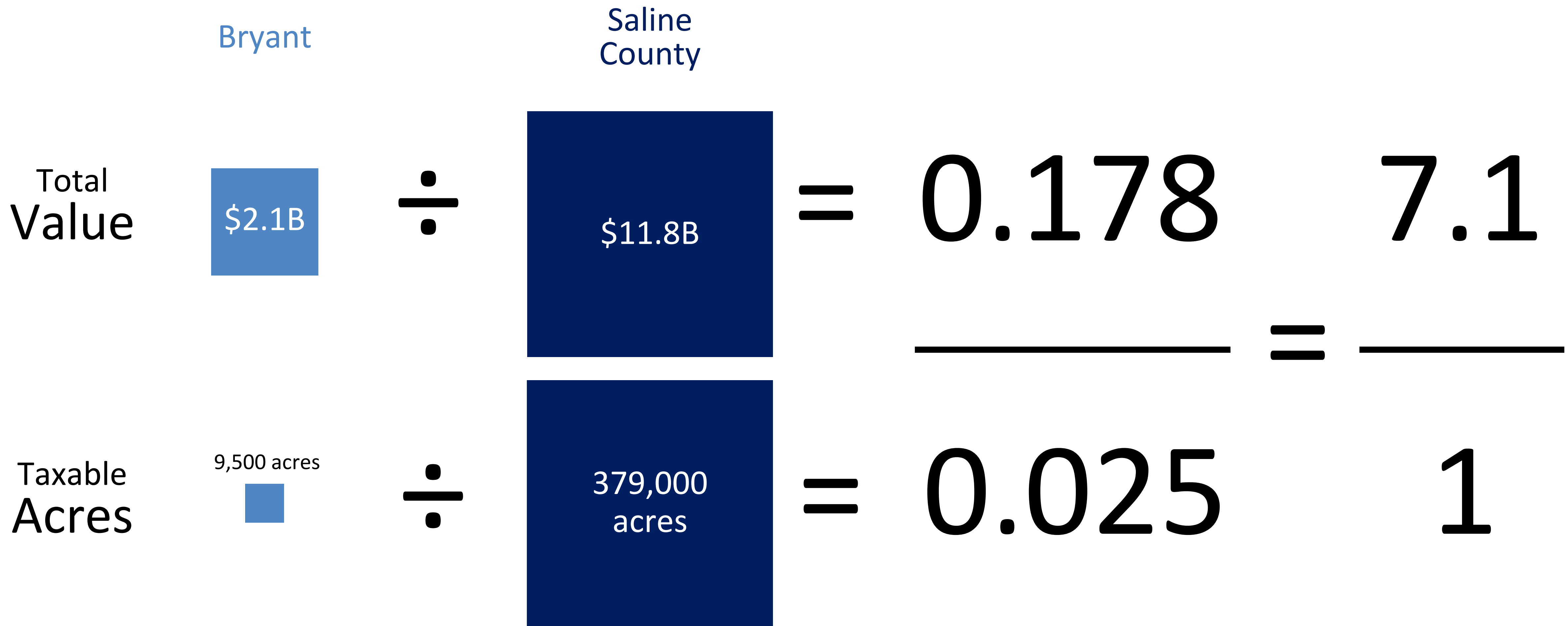


■ County ■ City

7.1x

Bryant's taxable value is *7.1 times greater* than the amount of County area it takes up.

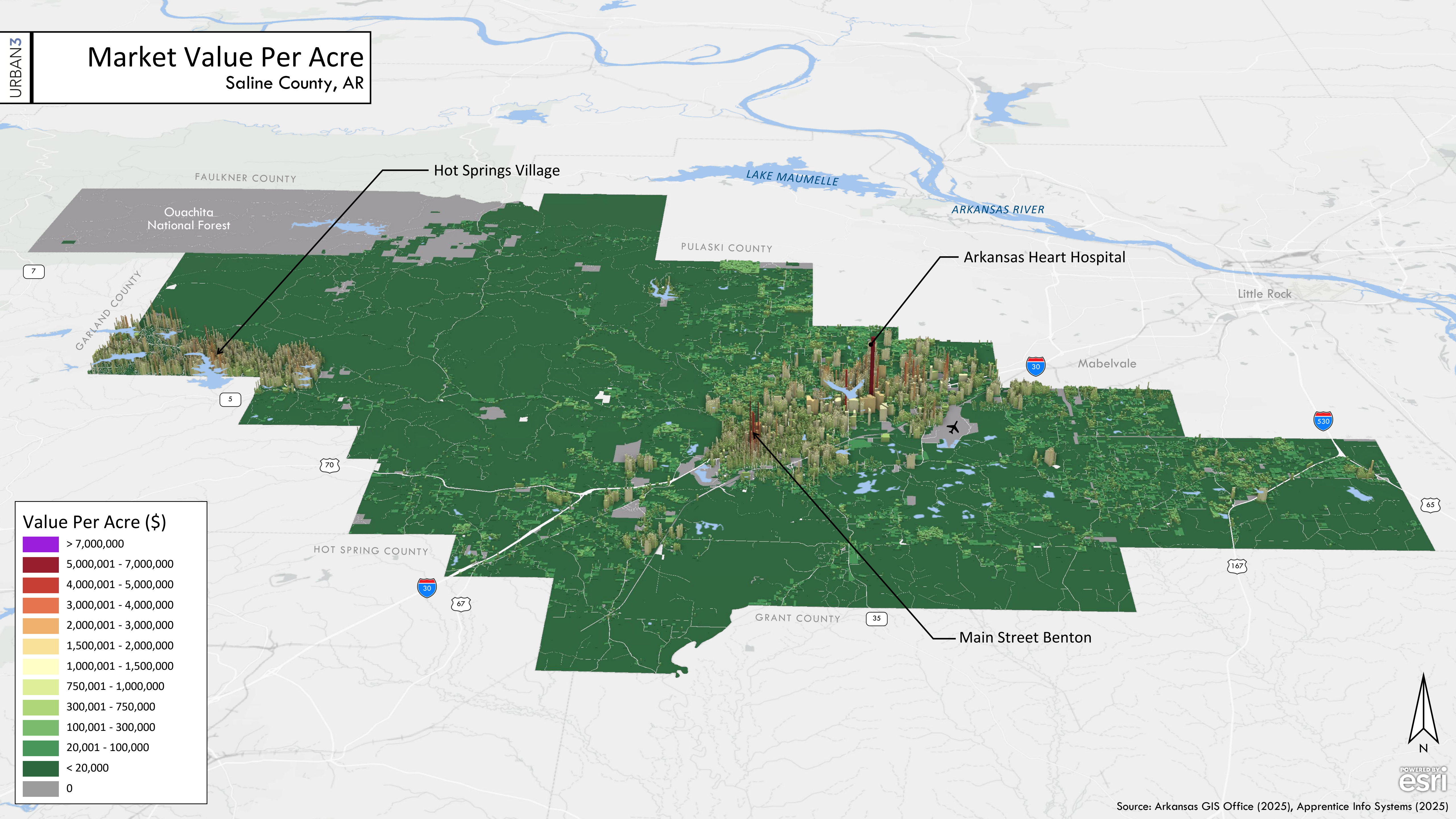




URBAN3

Market Value Per Acre

Saline County, AR



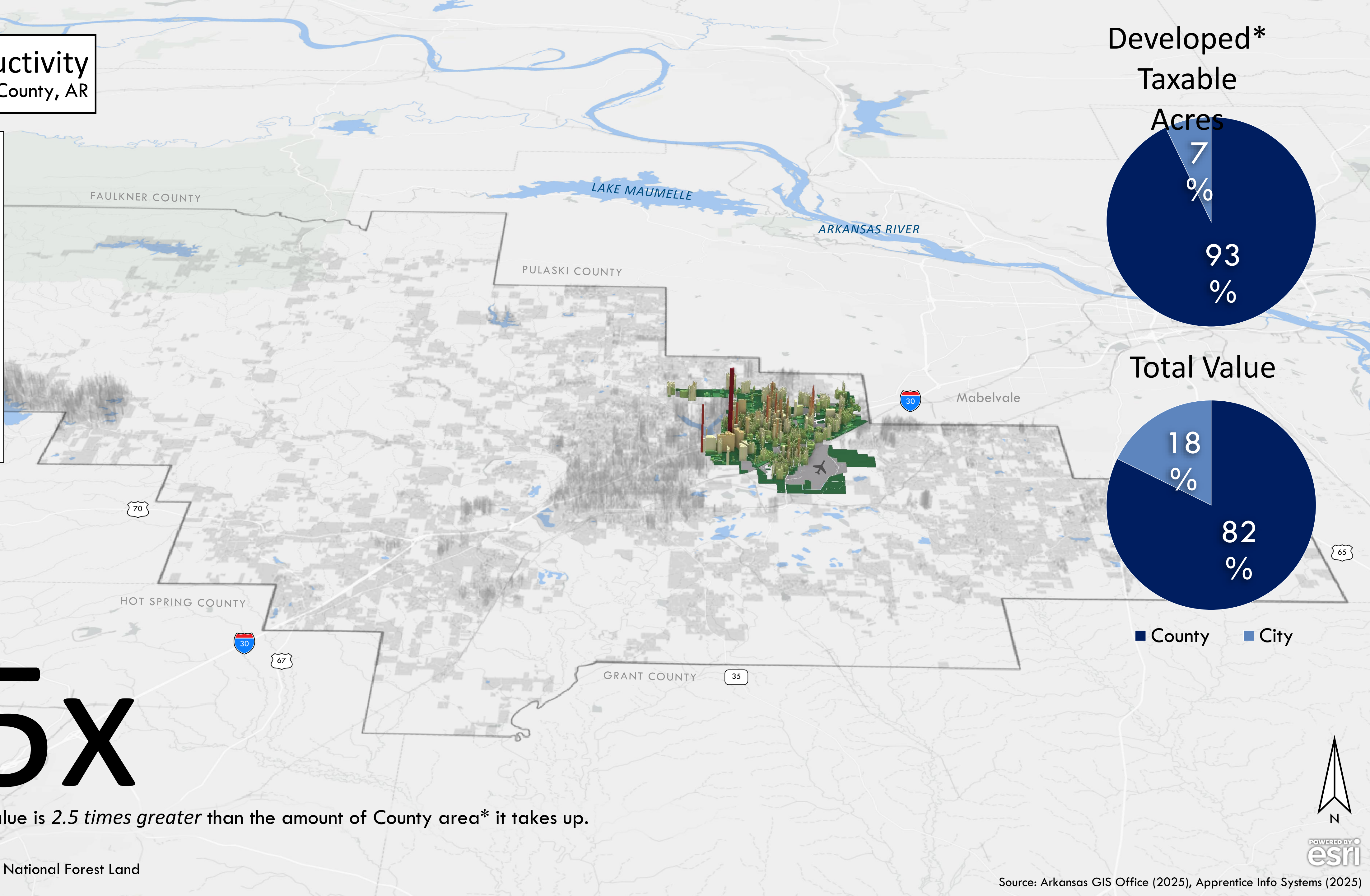
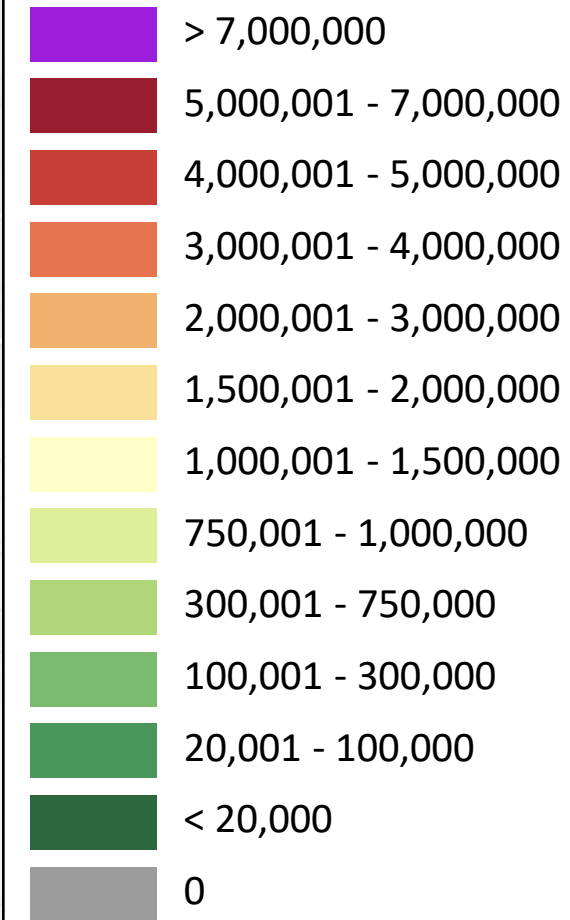
Value Per Acre (\$)

Color: Purple	> 7,000,000
Color: Dark Red	5,000,001 - 7,000,000
Color: Red	4,000,001 - 5,000,000
Color: Orange-Red	3,000,001 - 4,000,000
Color: Orange	2,000,001 - 3,000,000
Color: Yellow-Orange	1,500,001 - 2,000,000
Color: Yellow	1,000,001 - 1,500,000
Color: Light Green	750,001 - 1,000,000
Color: Green	300,001 - 750,000
Color: Dark Green	100,001 - 300,000
Color: Medium Green	20,001 - 100,000
Color: Dark Green	< 20,000
Color: Grey	0

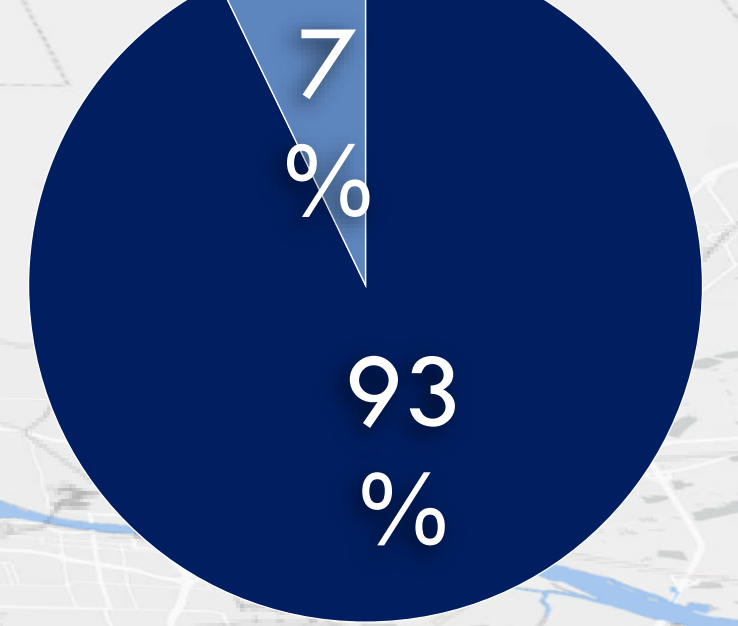


Productivity Bryant to Saline County, AR

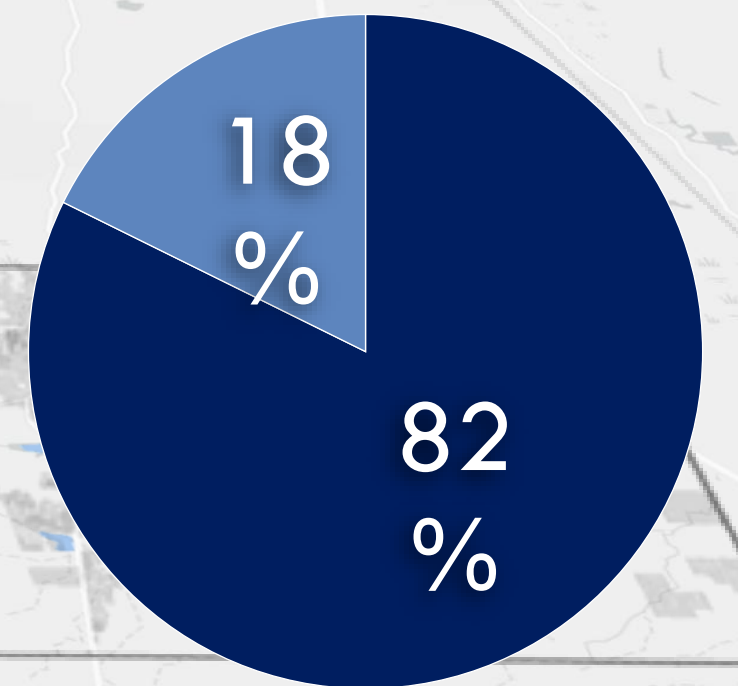
Value Per Acre (\$)



Developed* Taxable Acres



Total Value



■ County ■ City

2.5x

Bryant's taxable value is *2.5 times greater* than the amount of County area* it takes up.

*Excluding Agricultural & National Forest Land



Market Value Per Acre

Bryant, AR

Holiday Inn Express

Arkansas Heart Hospital

Midtown Bryant

Alcoa Rd

The Greens Apartments

Alexander

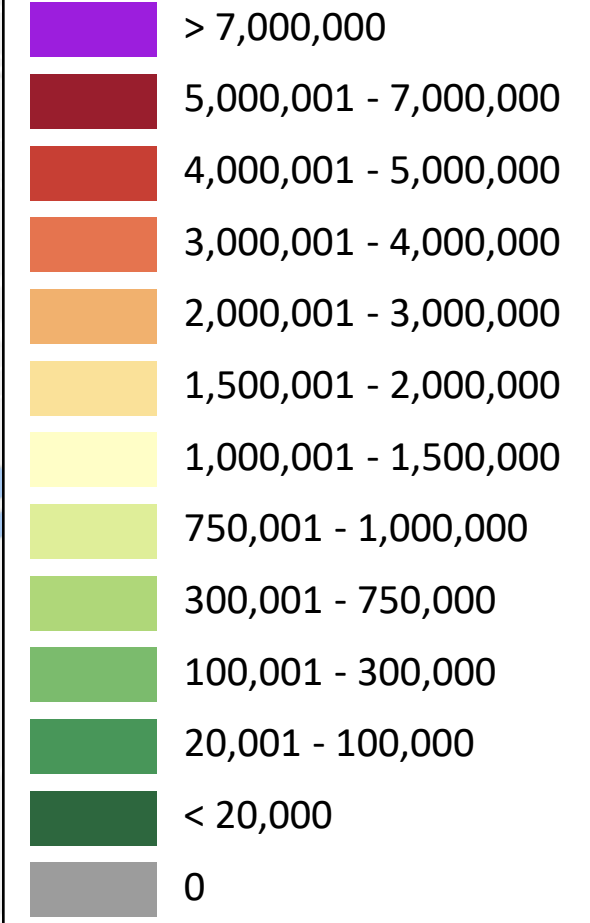
S Alexander Rd

N Reynolds Rd

W Sardis Rd

PULASKI COUNTY

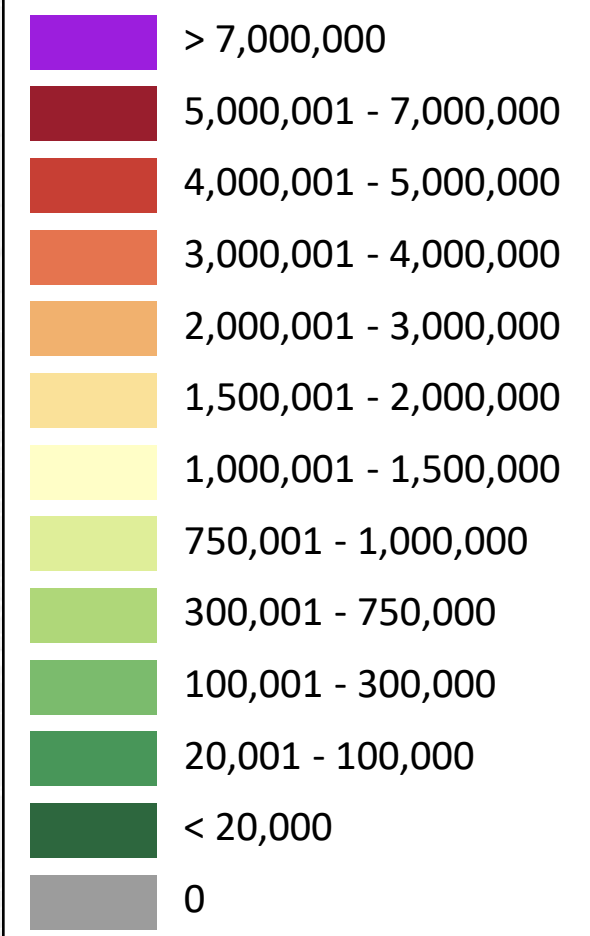
Value Per Acre (\$)



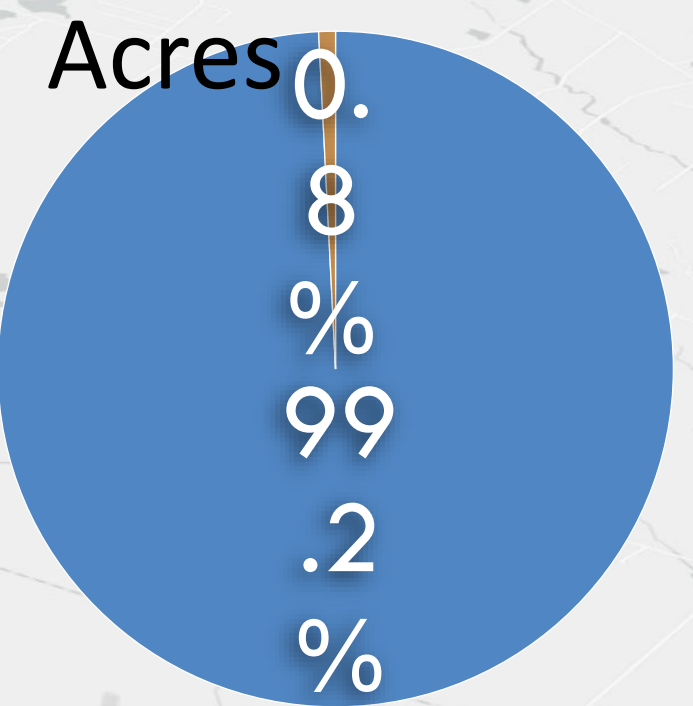
Productivity

Heart to Bryant, AR

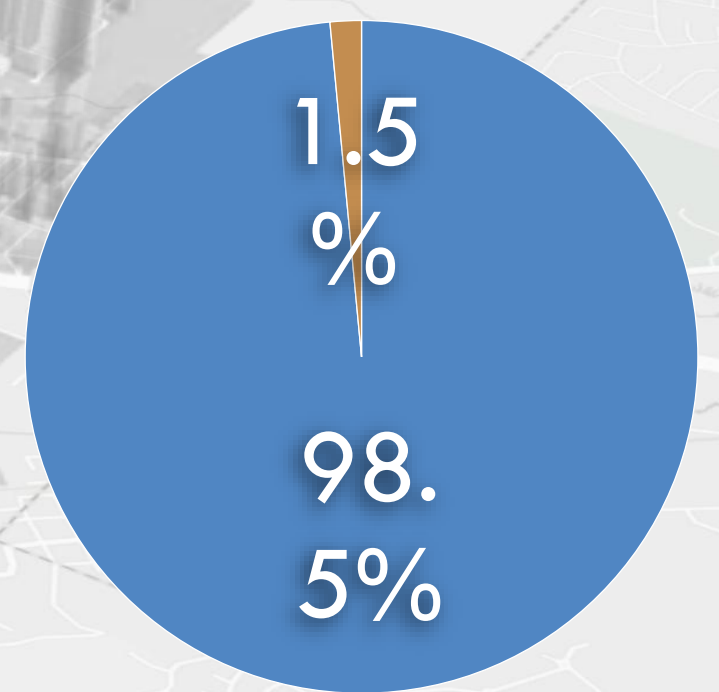
Value Per Acre (\$)



Taxable



Total Value



■ City ■ Heart of Bryant

1.9x

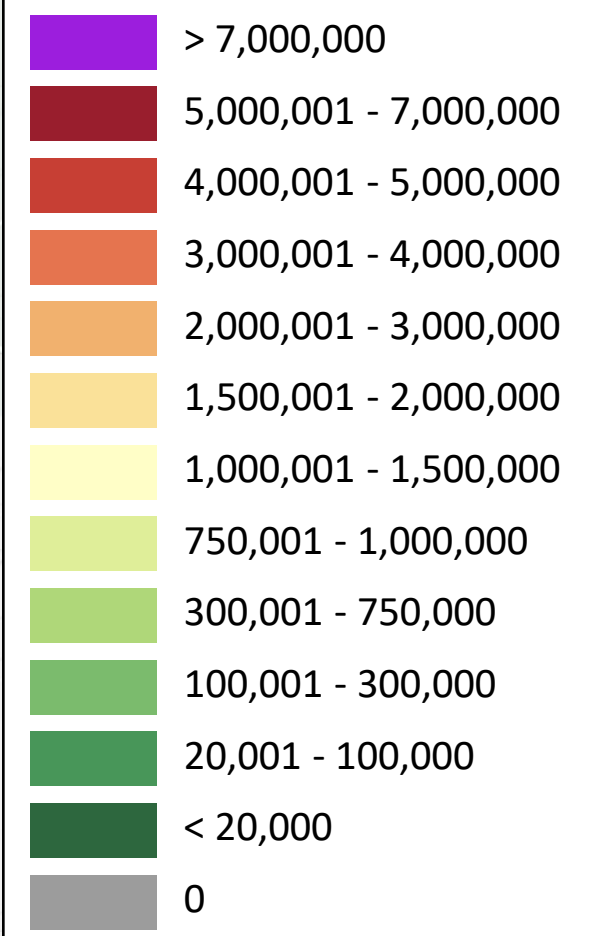
Heart of Bryant's taxable value is *1.9 times greater* than the amount of City area it takes up.



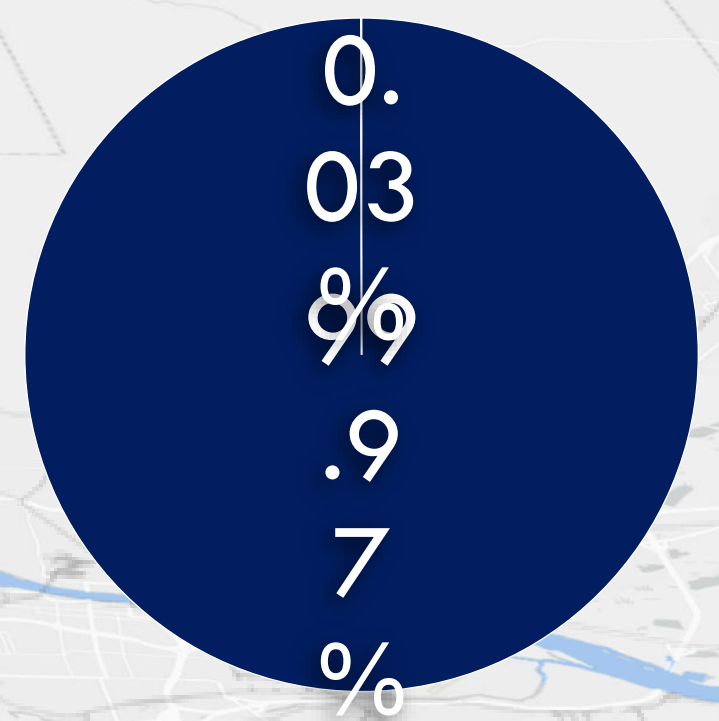
Productivity Ratio

Heart to Saline County, AR

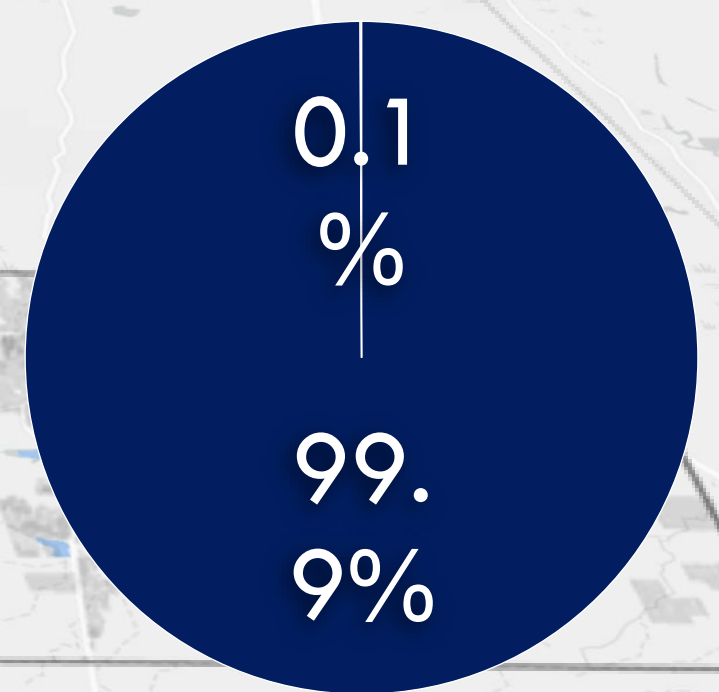
Value Per Acre (\$)



Developed* Taxable Acres



Total Value



■ County ■ Heart of Bryant

4.7x

Heart of Bryant's taxable value is 4.7 times greater than the amount of County area* it takes up.

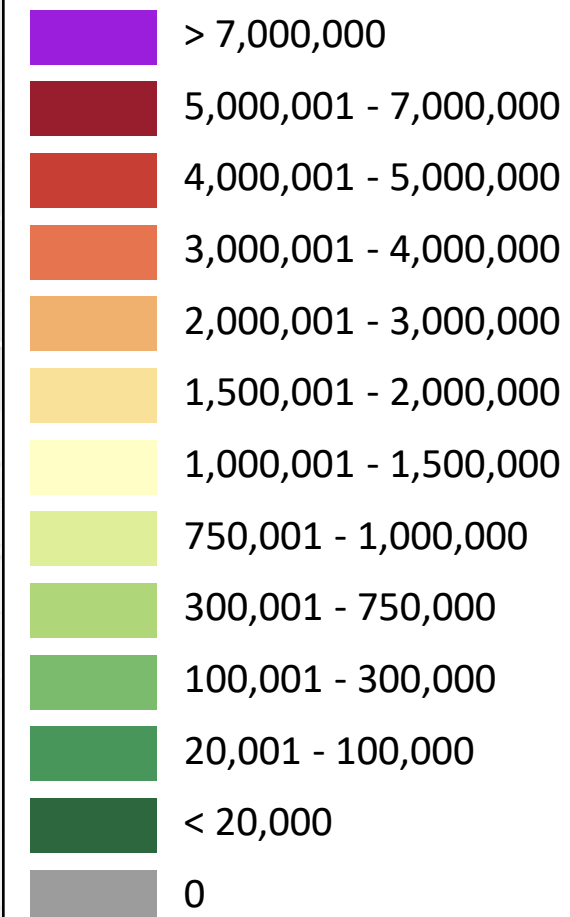
*Excluding Agricultural & National Forest Land



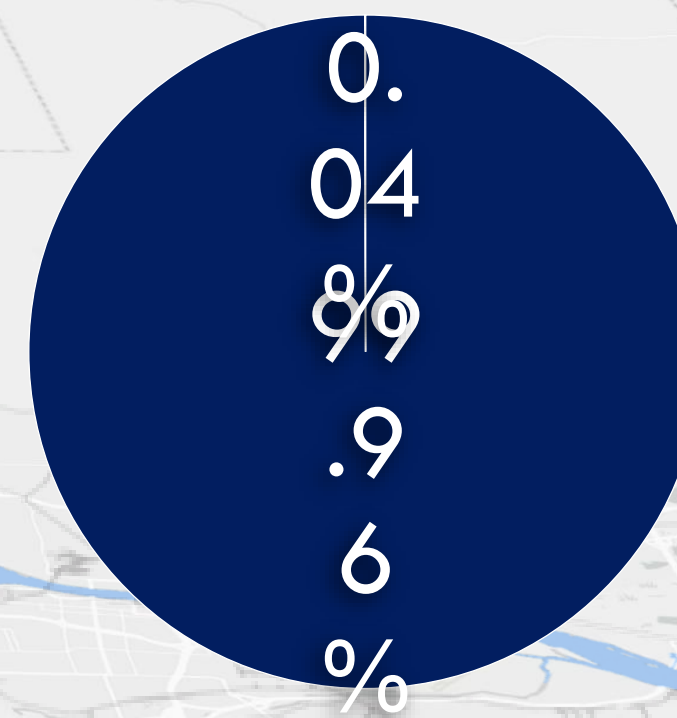
Productivity Ratio

Main Street Benton to Saline County, AR

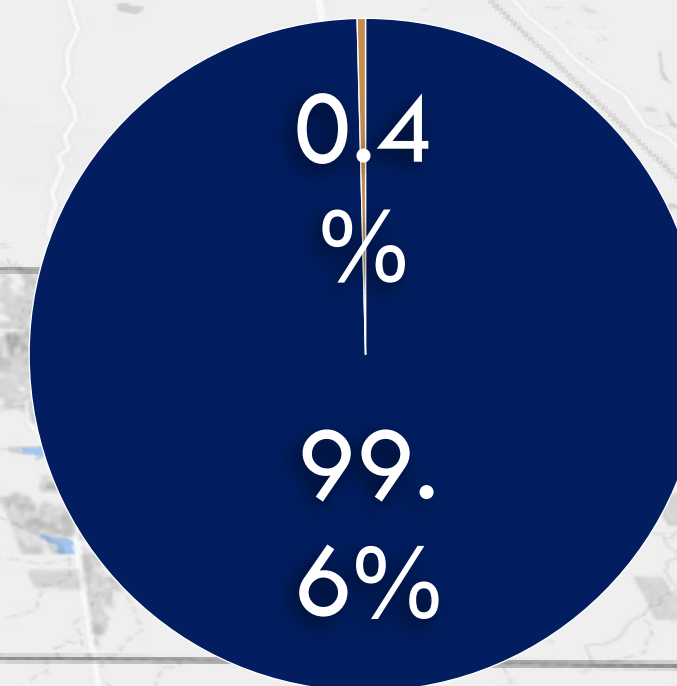
Value Per Acre (\$)



Developed* Taxable Acres



Total Value



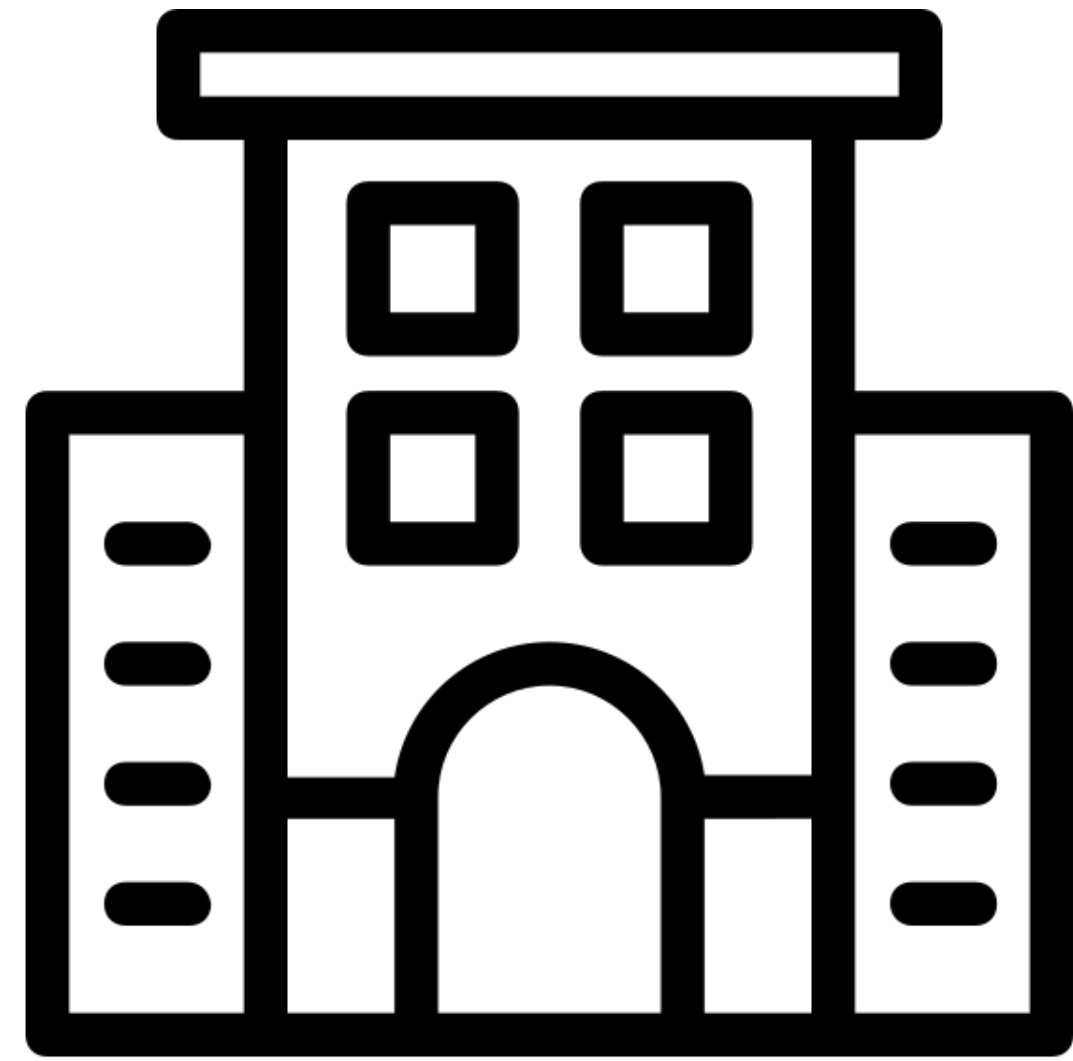
■ County ■ Heart of Bryant

10.5x

Main Street Benton's taxable value is 10.5 times greater than the amount of County area* it takes up.

*Excluding Agricultural & National Forest Land





Land Use Types

Local Samples of Buildings and Developments

Value Per Acre: Walmarts

Bryant, AR

Walmart Average
\$0.7M per acre

Walmart (Bryant Ave)
\$0.7M per acre

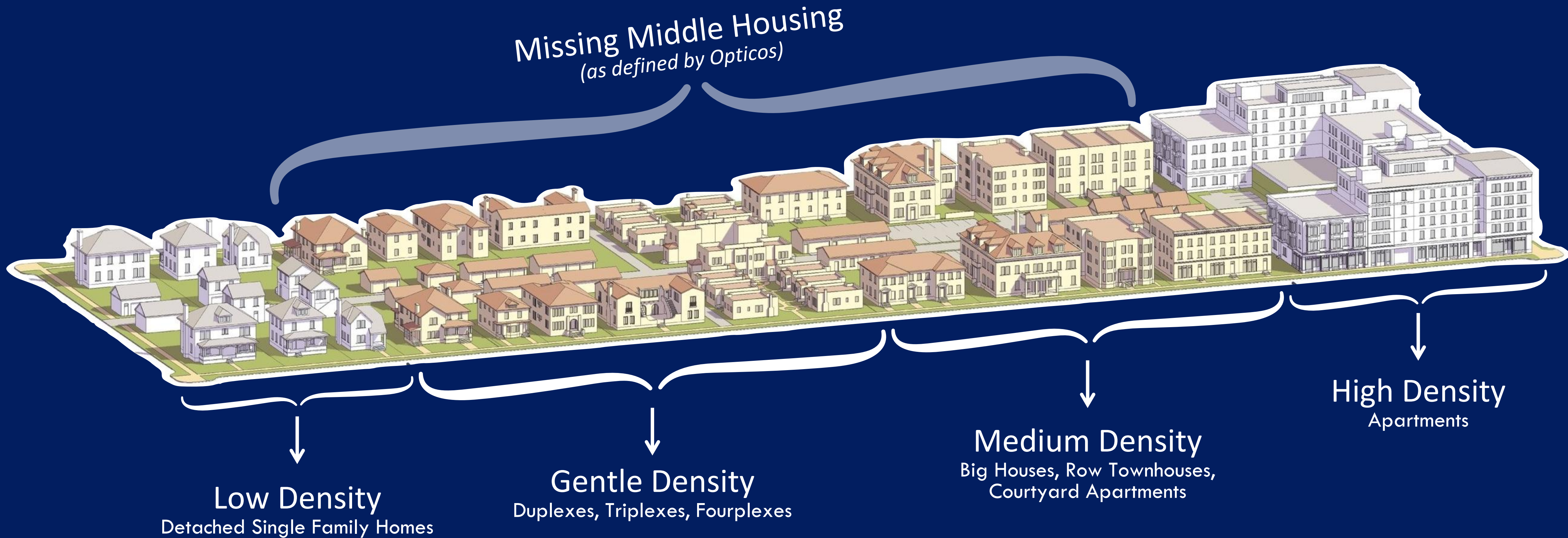
Walmart Average
\$0.7M per acre

Land Use Type:

Residential

Residential Typologies

Anywhere, USA



Value Per Acre: Single Family Residential

Bryant, AR



Average Value:
\$0.5M per acre



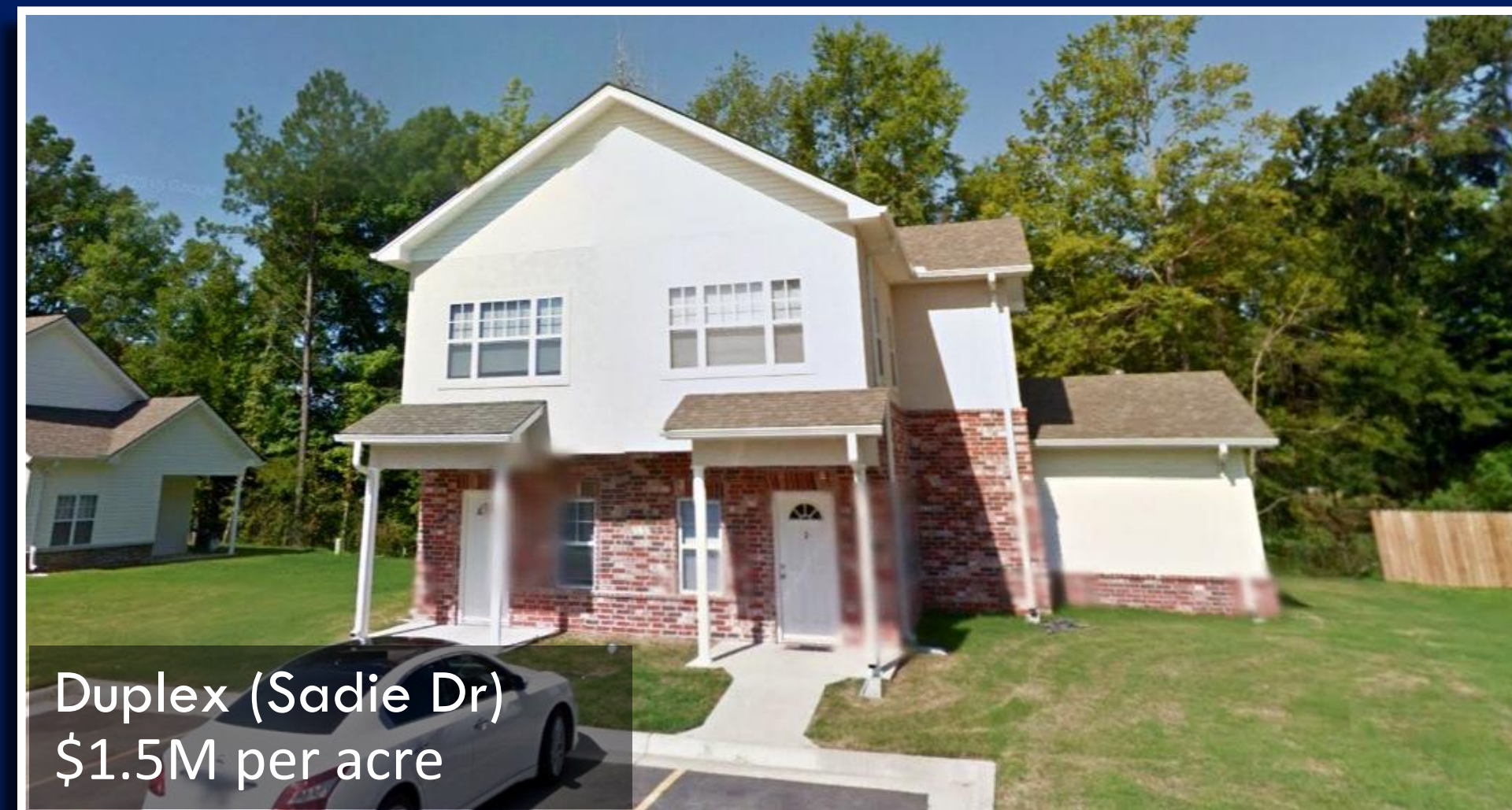
Walmart Average
\$0.7M per acre

Value Per Acre: Missing Middle Residential

Bryant, AR



Double Duplex (*Center St*)
\$1.1M per acre



Duplex (*Sadie Dr*)
\$1.5M per acre



Duplex (*Lavern St*)
\$1.6M per acre

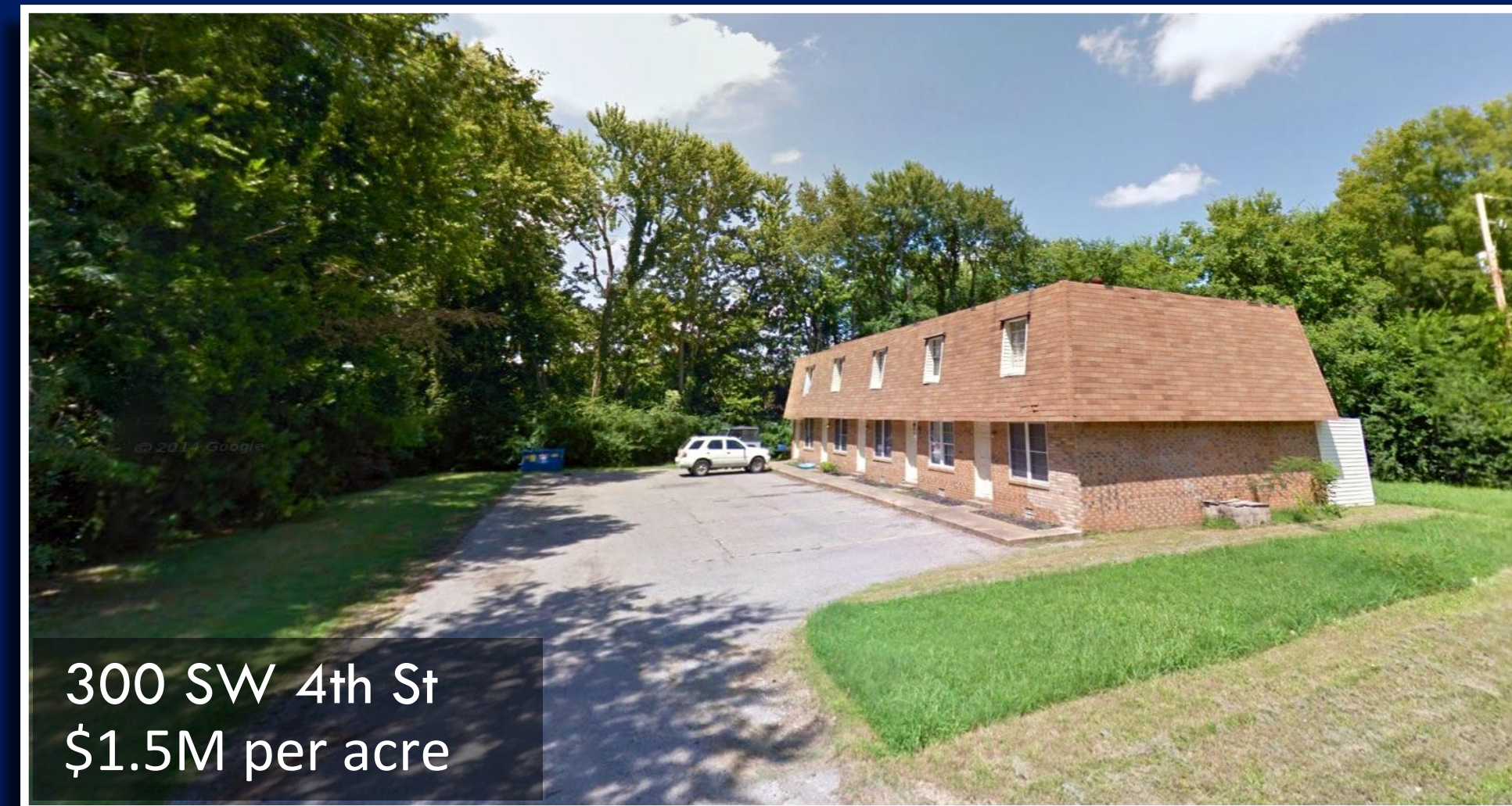


Duplex (*Pine St*)
\$2.3M per acre

Walmart Average
\$0.7M per acre

Value Per Acre: Multifamily Residential

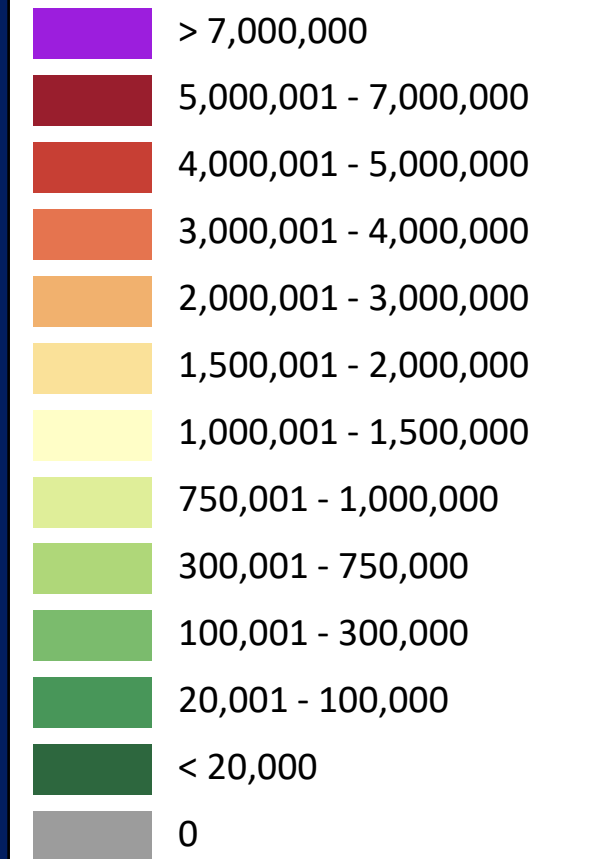
Bryant, AR



Walmart Average
\$0.7M per acre

Comparison of Average Value Per Acre for Residential Properties Bryant, AR

Value Per Acre (\$)



\$0.5M



\$1.4M



\$1.4M

Walmart Average
\$0.7M per acre

Land Use Type:

Commercial

Value Per Acre: Big Box Commercial

Bryant, AR



Lowe's
\$0.7M per acre



Walmart
\$0.7M per acre

Walmart Average
\$0.7M per acre

Value Per Acre: Mall

Pulaski County, AR



Outlets of Little Rock
\$0.3M per acre

Walmart Average
\$0.7M per acre



Value Per Acre: Shopping Centers

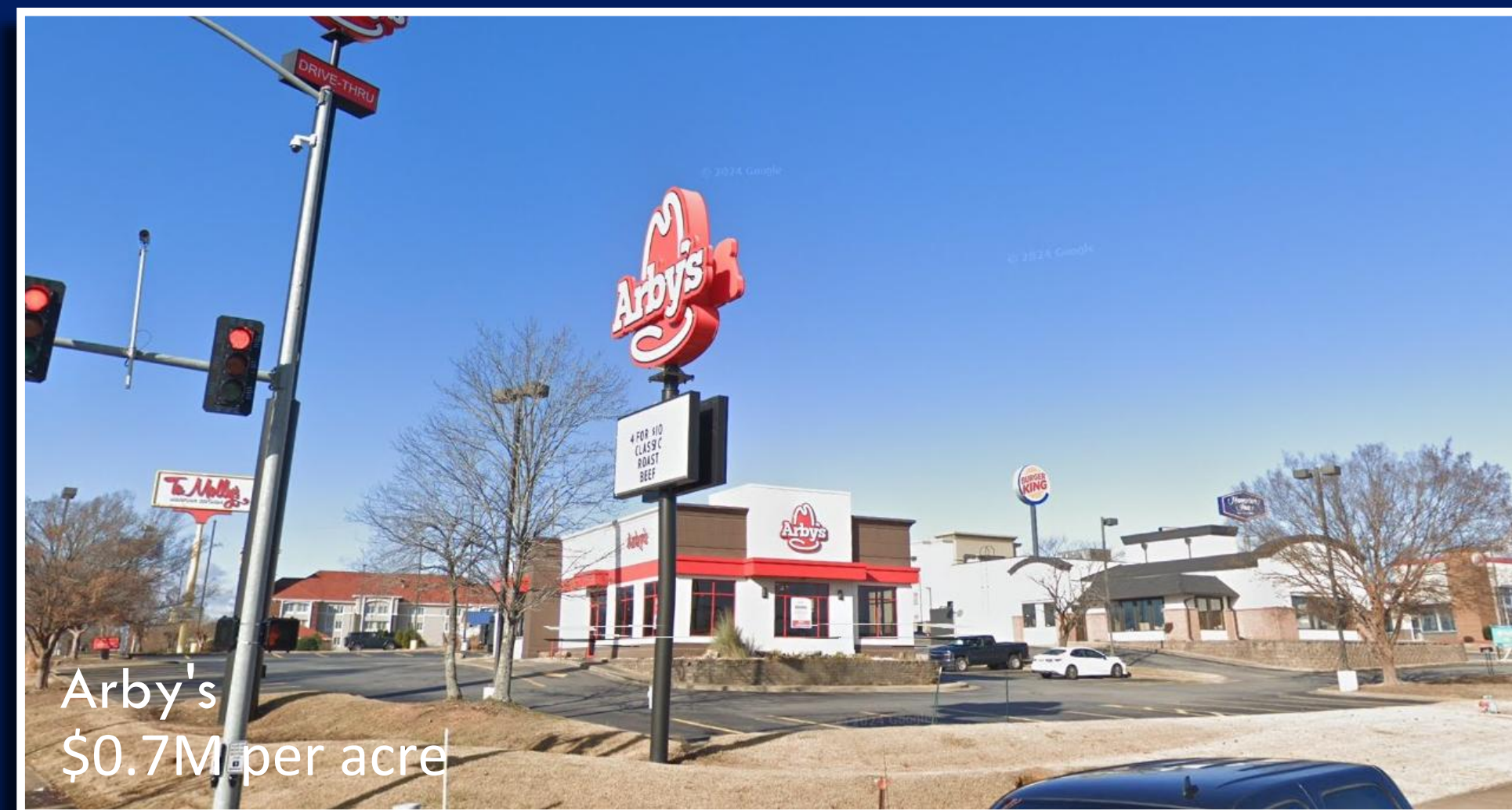
Bryant, AR



Walmart Average
\$0.7M per acre

Value Per Acre: Fast Food Commercial

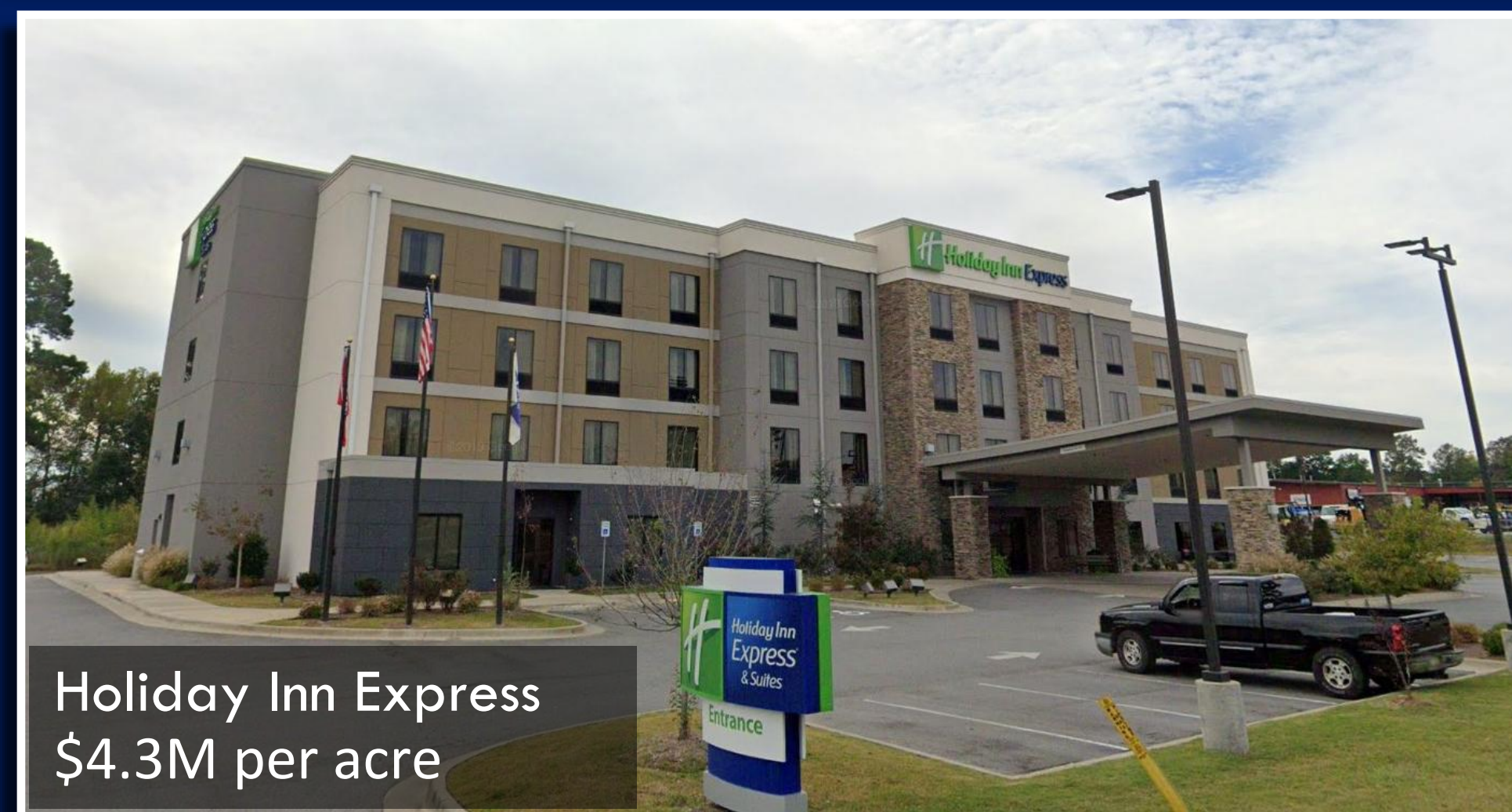
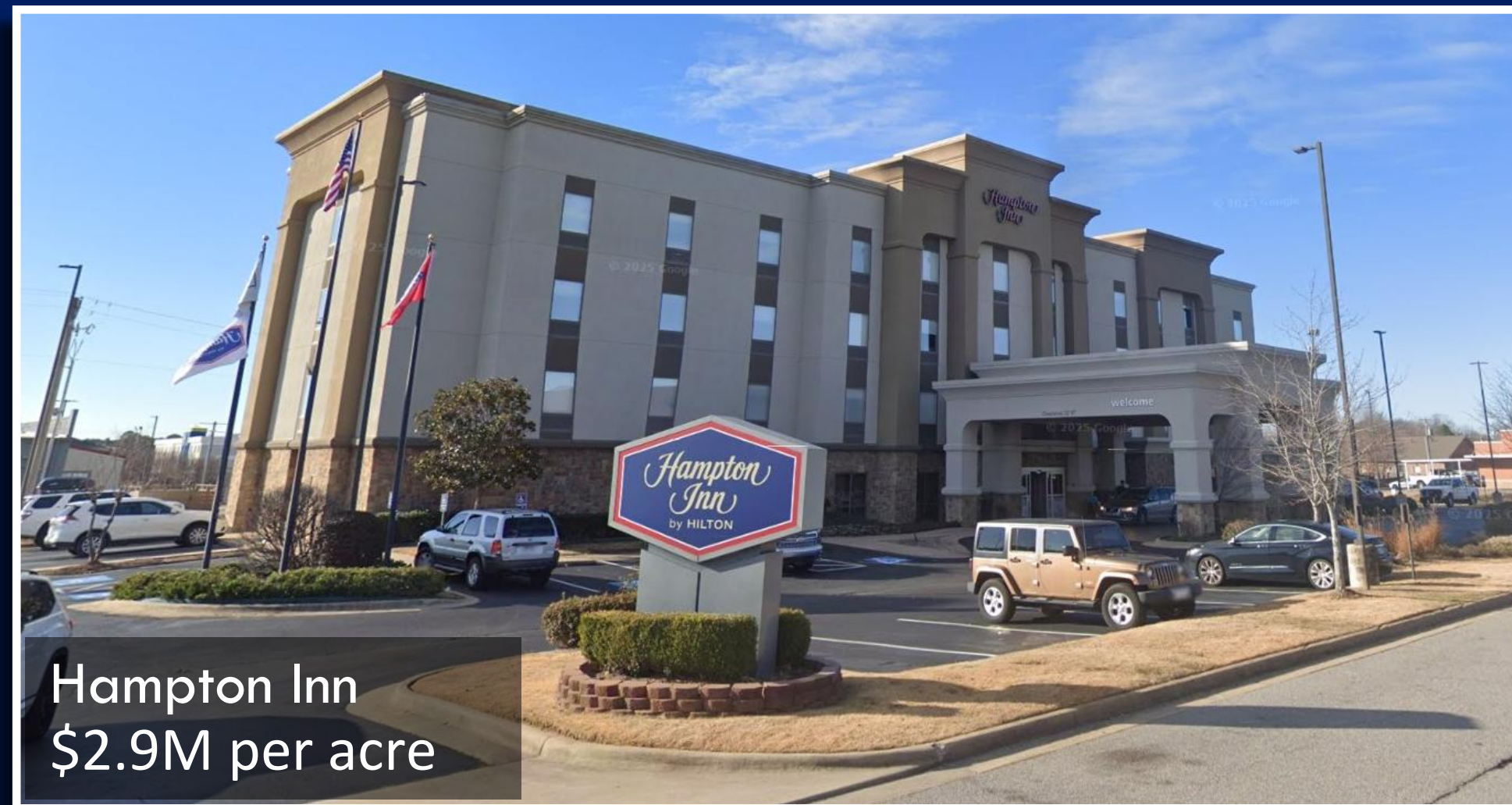
Bryant, AR



Walmart Average
\$0.7M per acre

Value Per Acre: Hotel Commercial

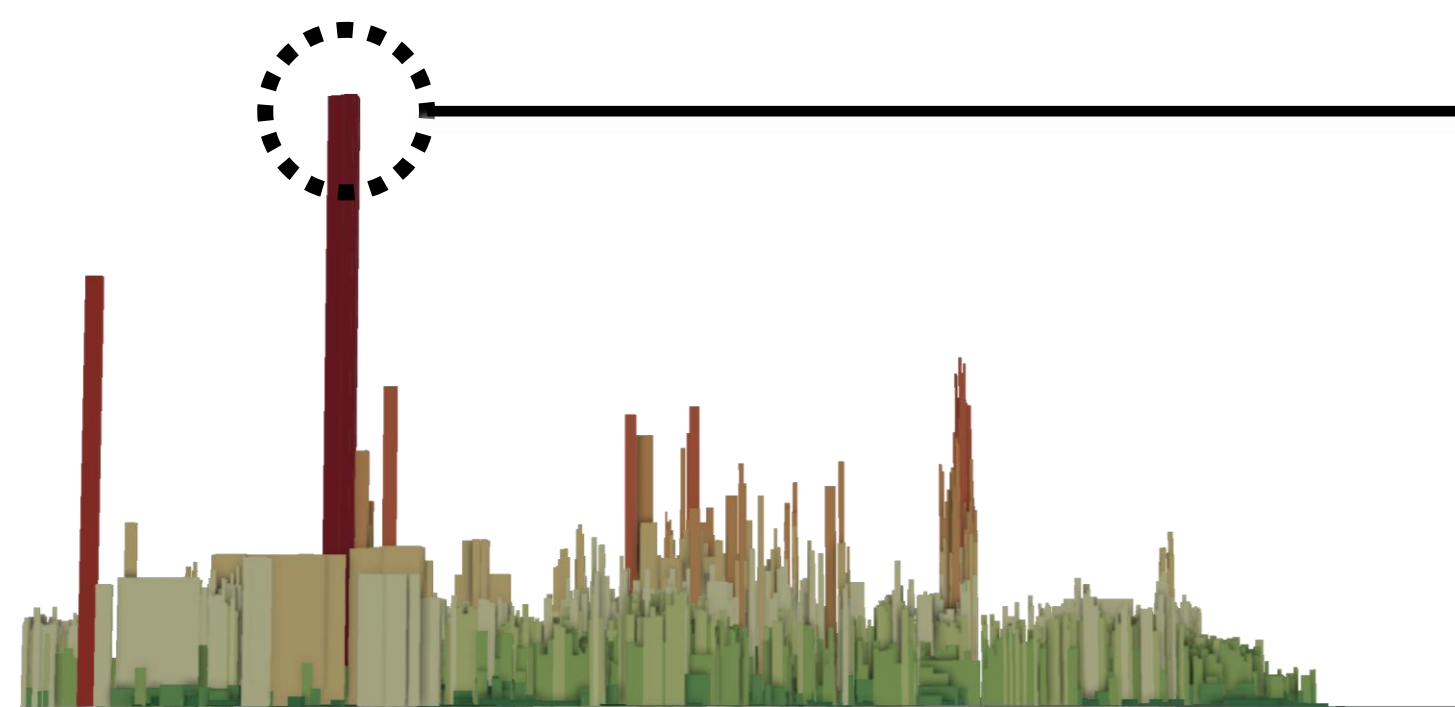
Bryant, AR



Walmart Average
\$0.7M per acre

Value Per Acre: Peak Parcel

Bryant, AR



Bryant, AR
looking North



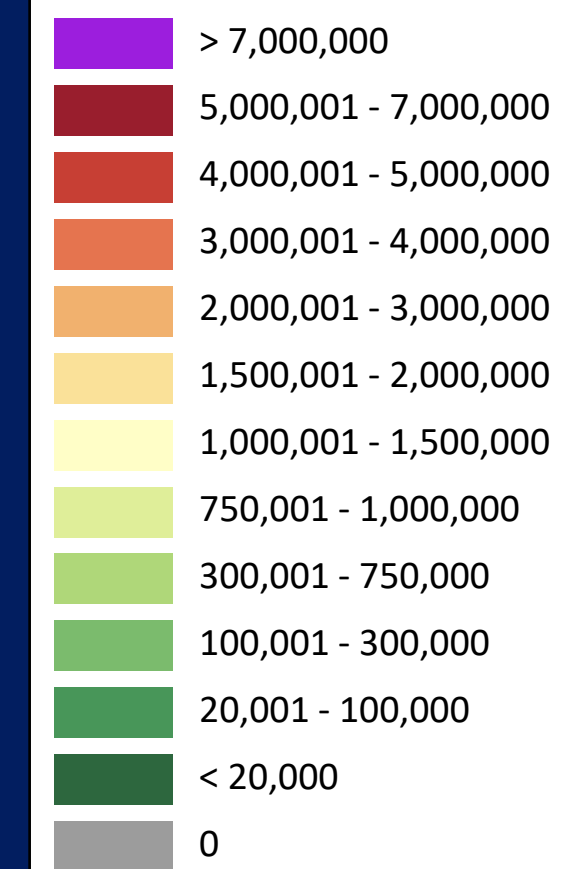
Arkansas Heart Hospital
\$6.4M per acre

Walmart Average
\$0.7M per acre

Comparison of Average Value Per Acre for Commercial Properties

Bryant, AR

Value Per Acre (\$)



\$0.7M



\$0.8M



\$1.4M



\$2.6M

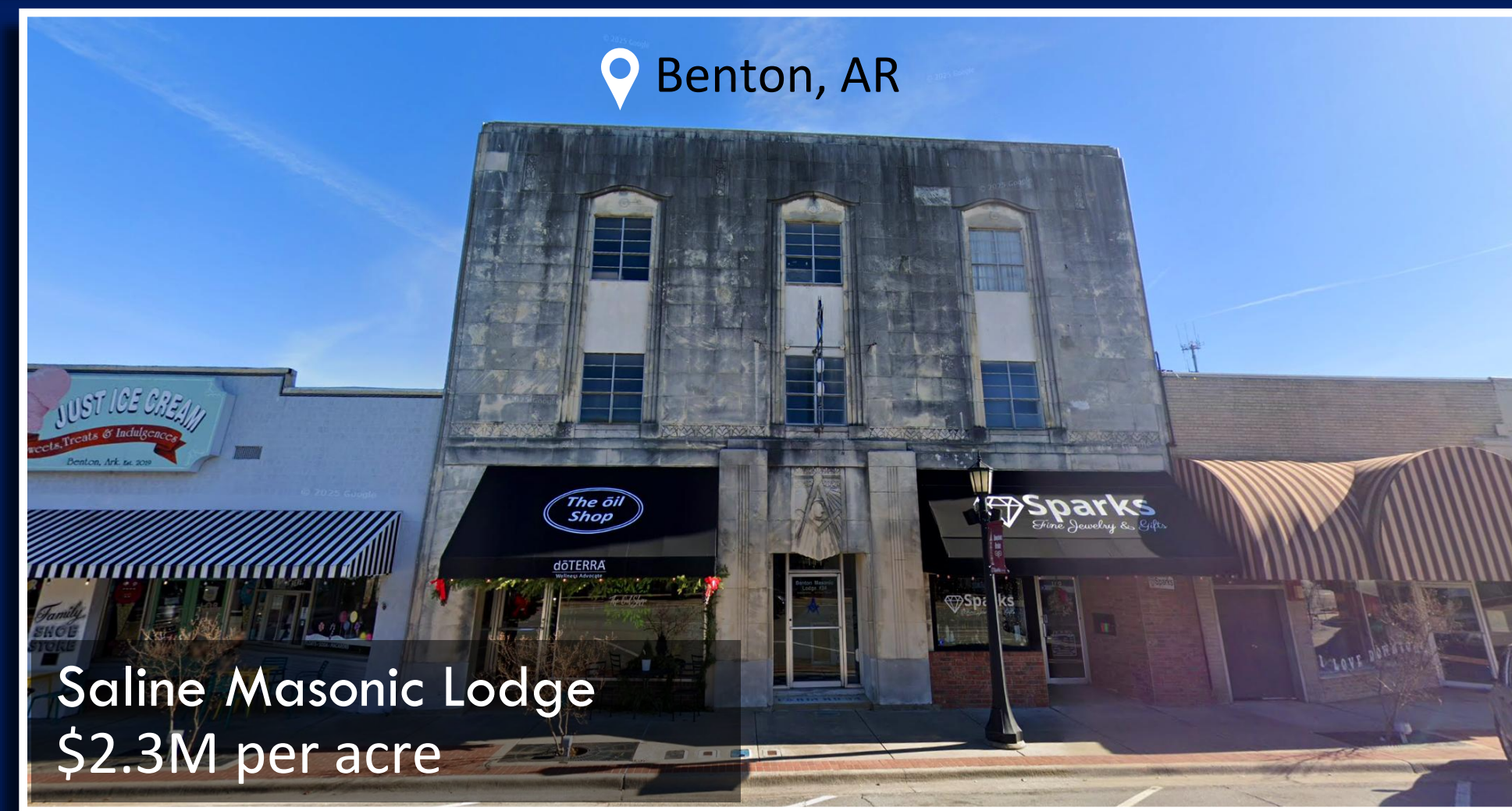
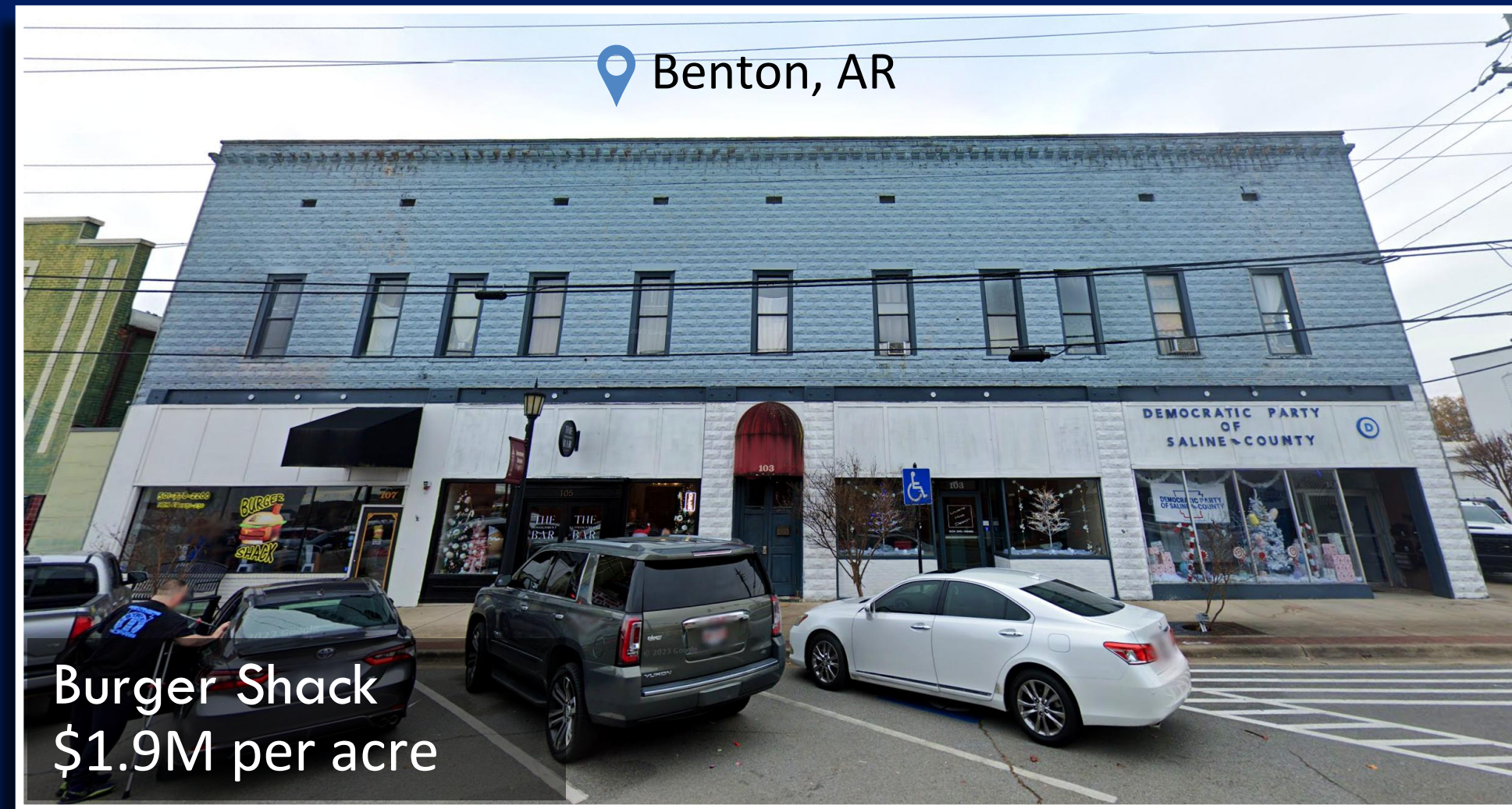
Walmart Average
\$0.7M per acre

Land Use Type:

Mixed Use

Value Per Acre: Mixed Use Buildings

Benton, AR



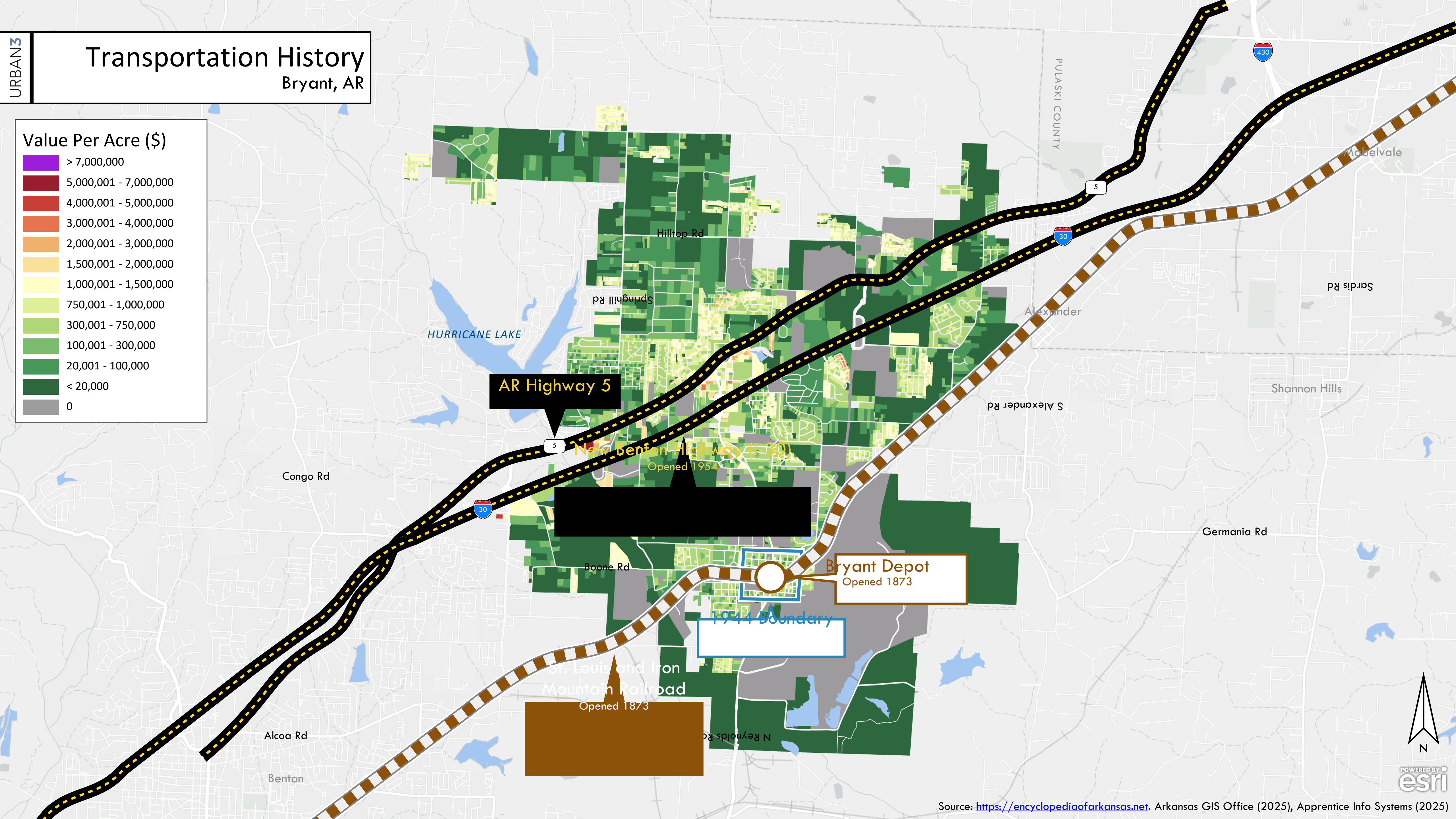
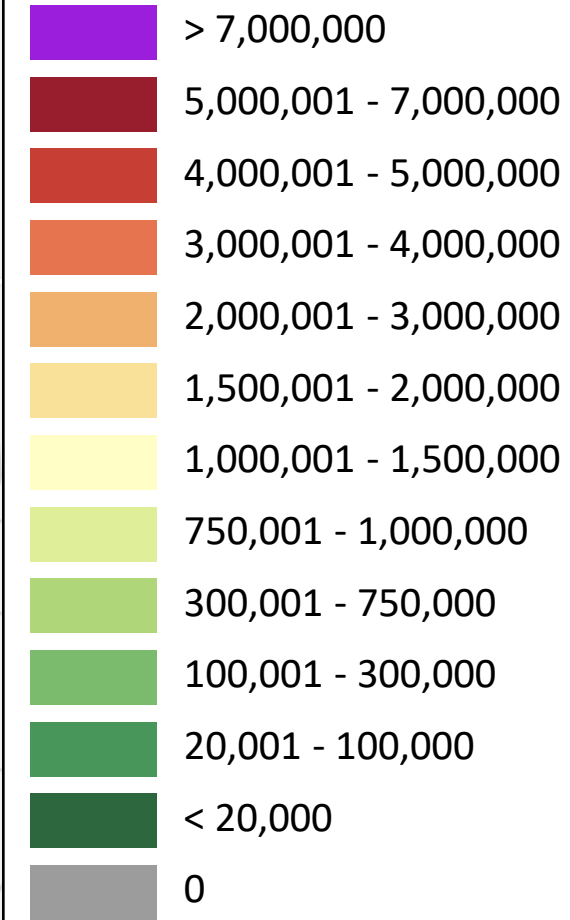
Walmart Average
\$0.7M per acre

A Closer Look:

A Lasting Value

Transportation History Bryant, AR

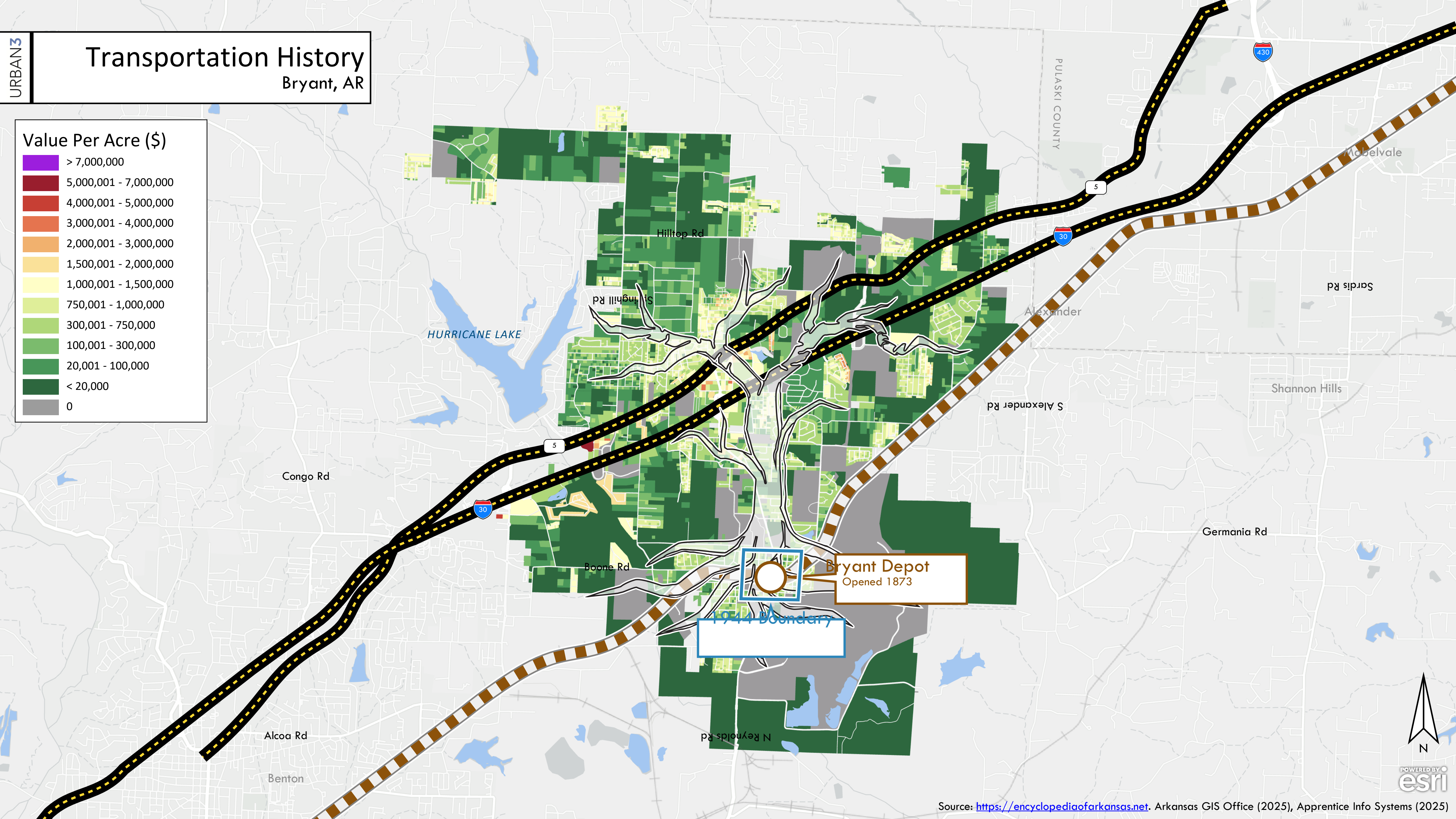
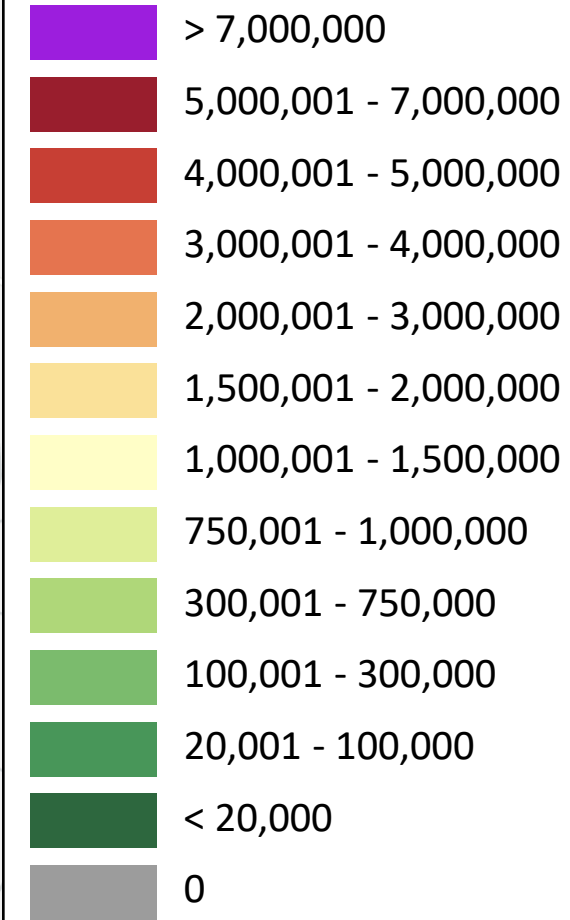
Value Per Acre (\$)



Transportation History

Bryant, AR

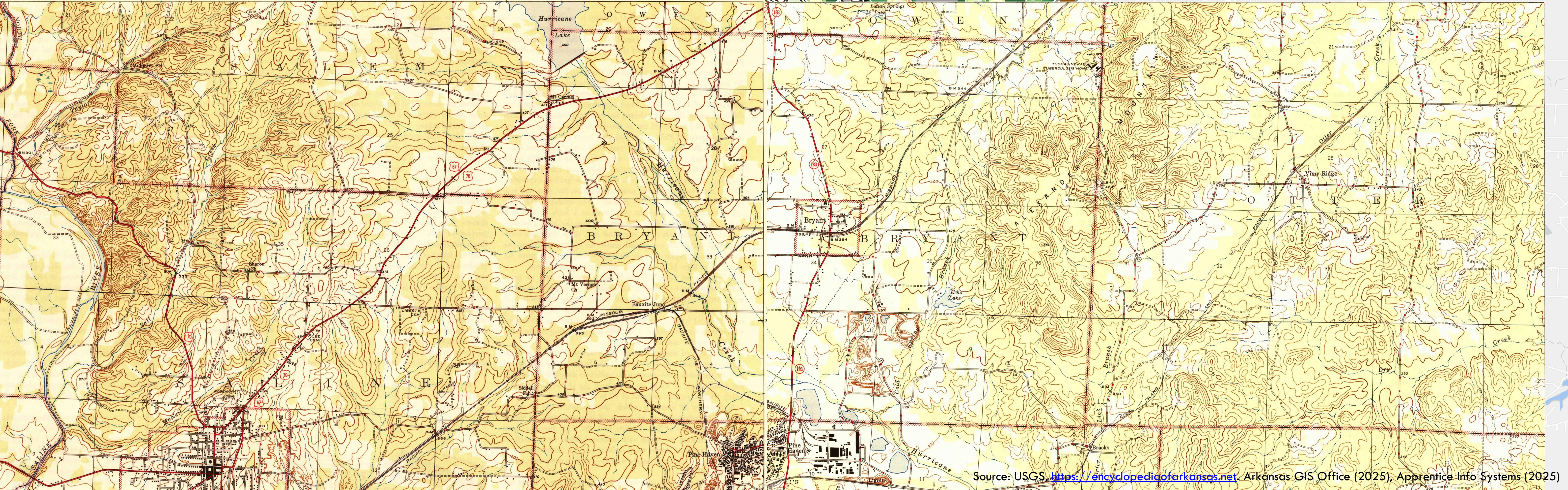
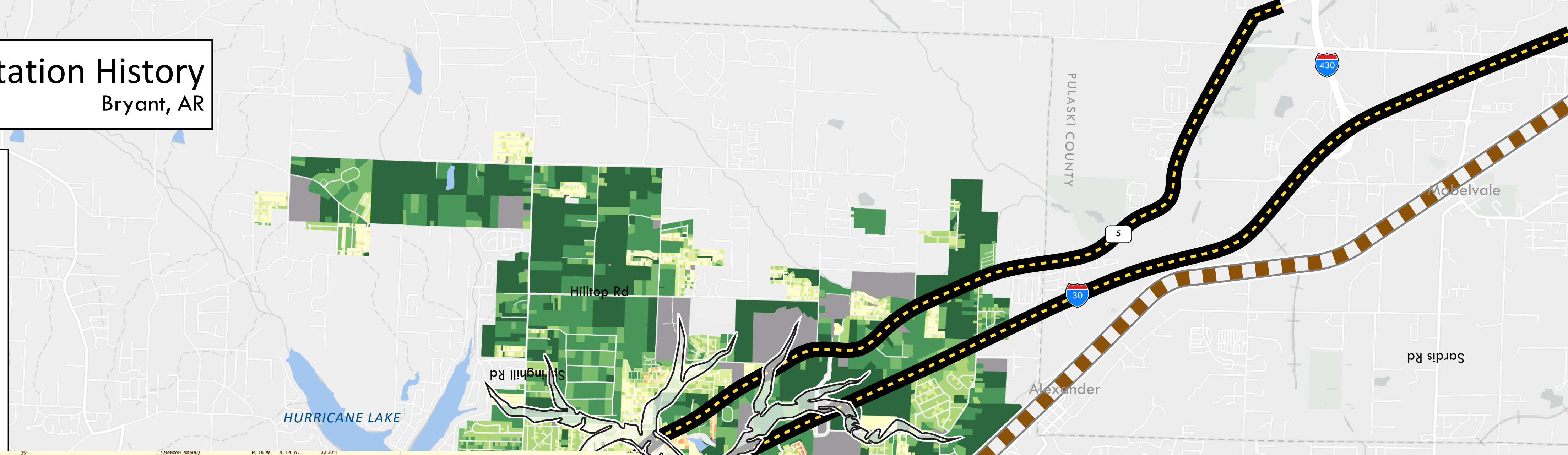
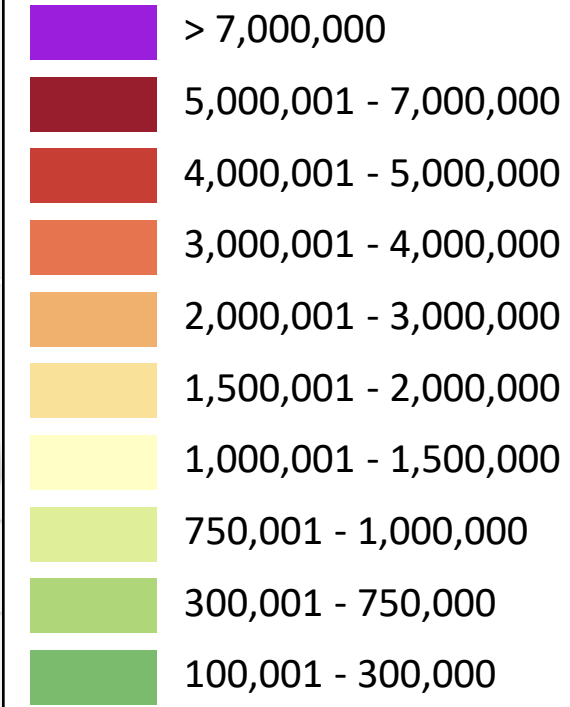
Value Per Acre (\$)

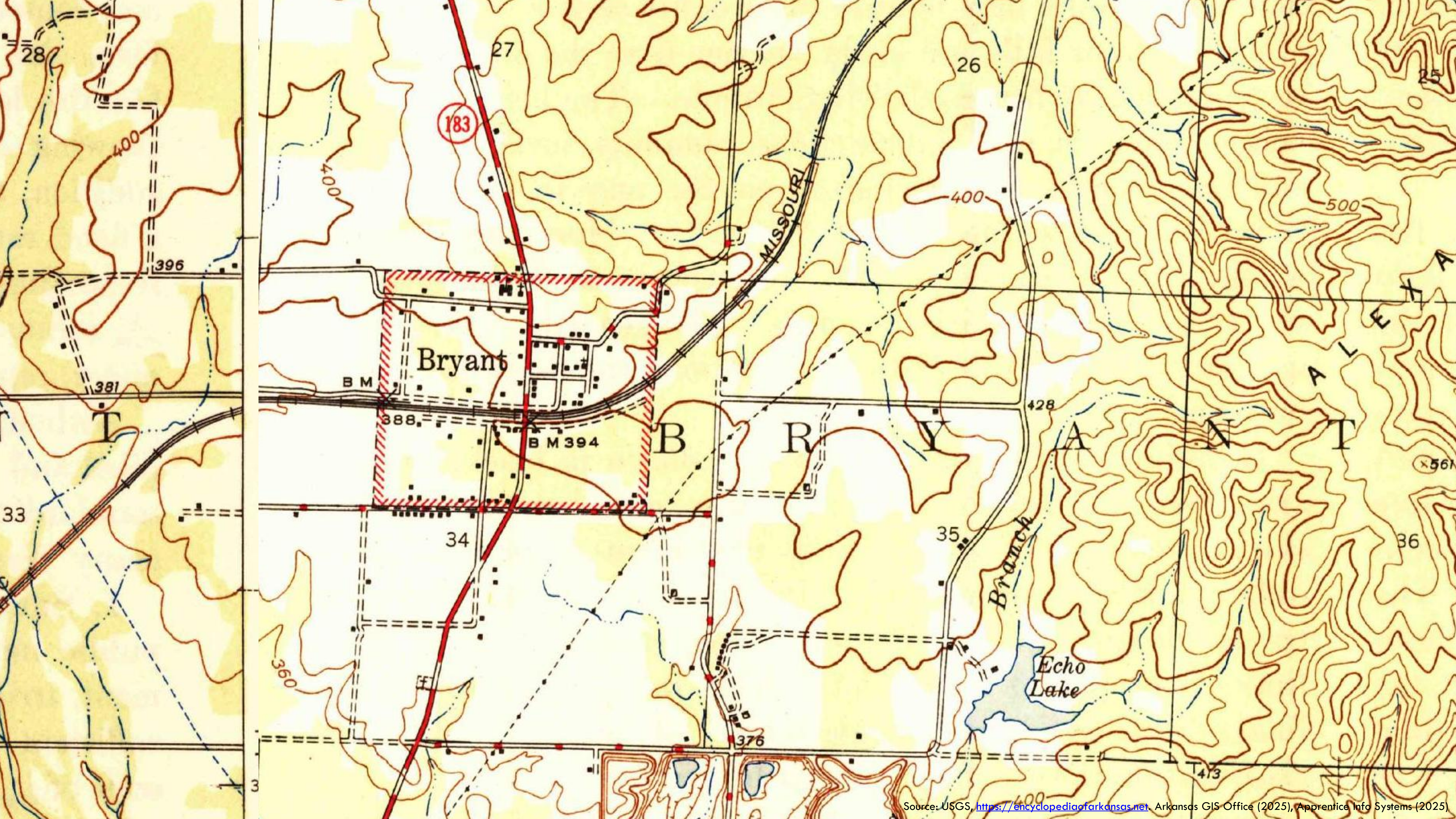


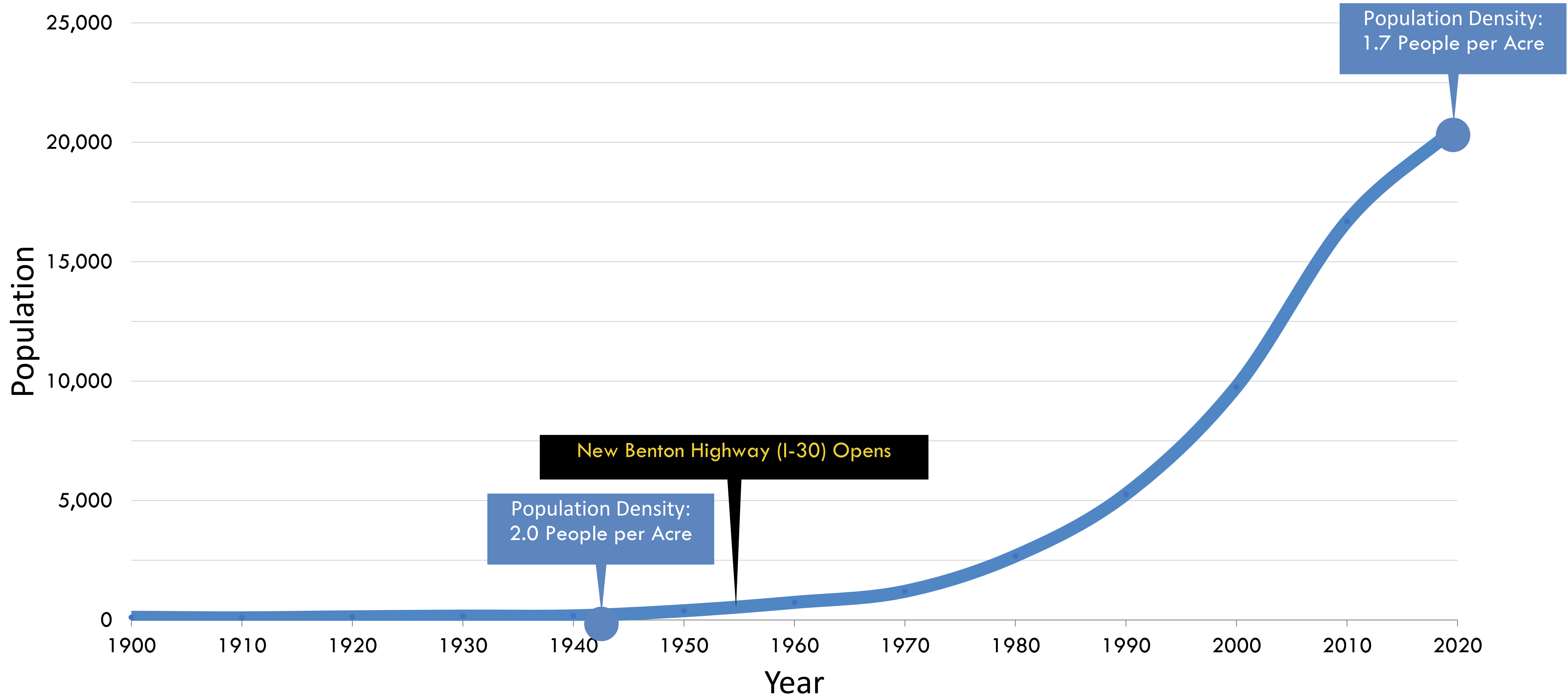
Transportation History

Bryant, AR

Value Per Acre (\$)





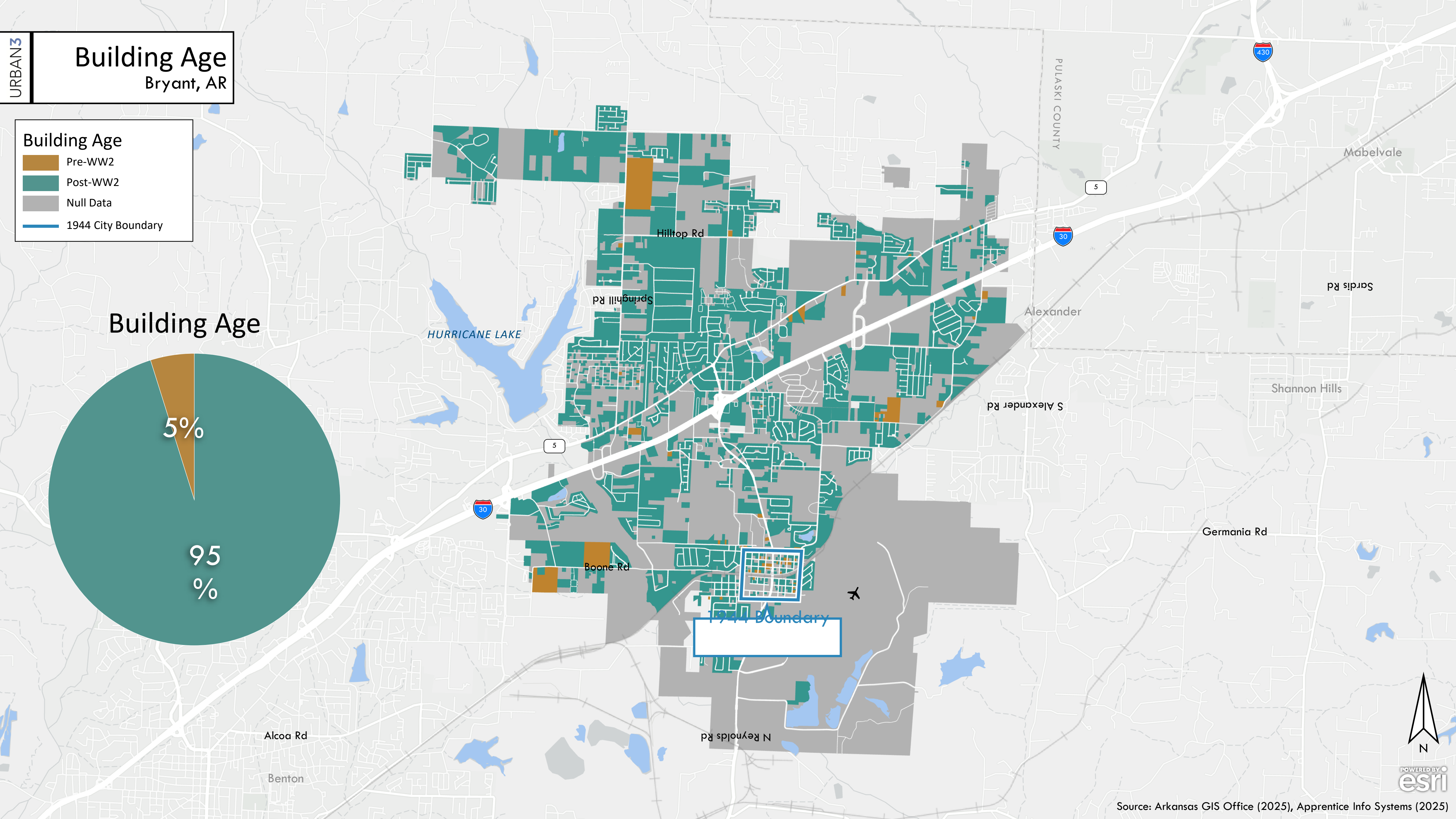
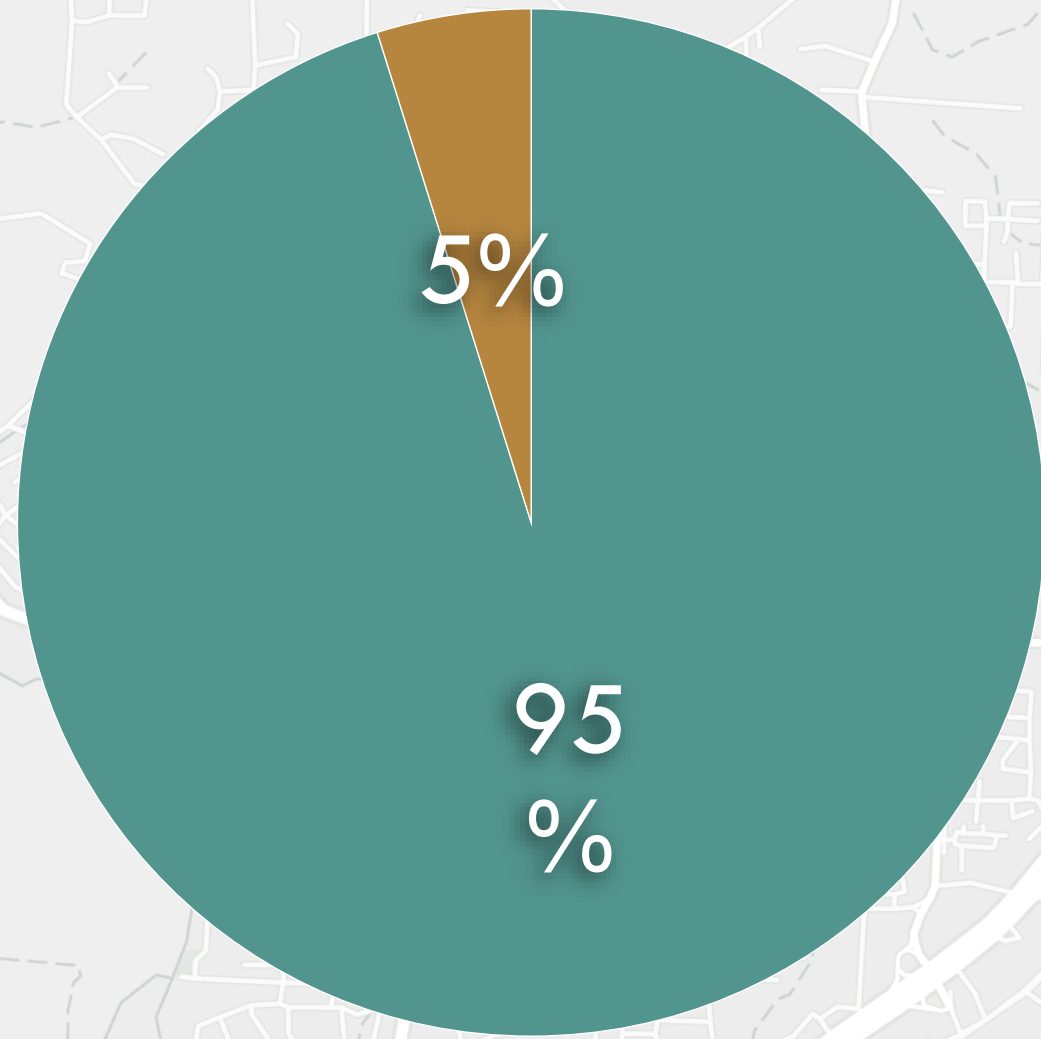


Building Age

Bryant, AR

- Pre-WW2
- Post-WW2
- Null Data
- 1944 City Boundary

Building Age



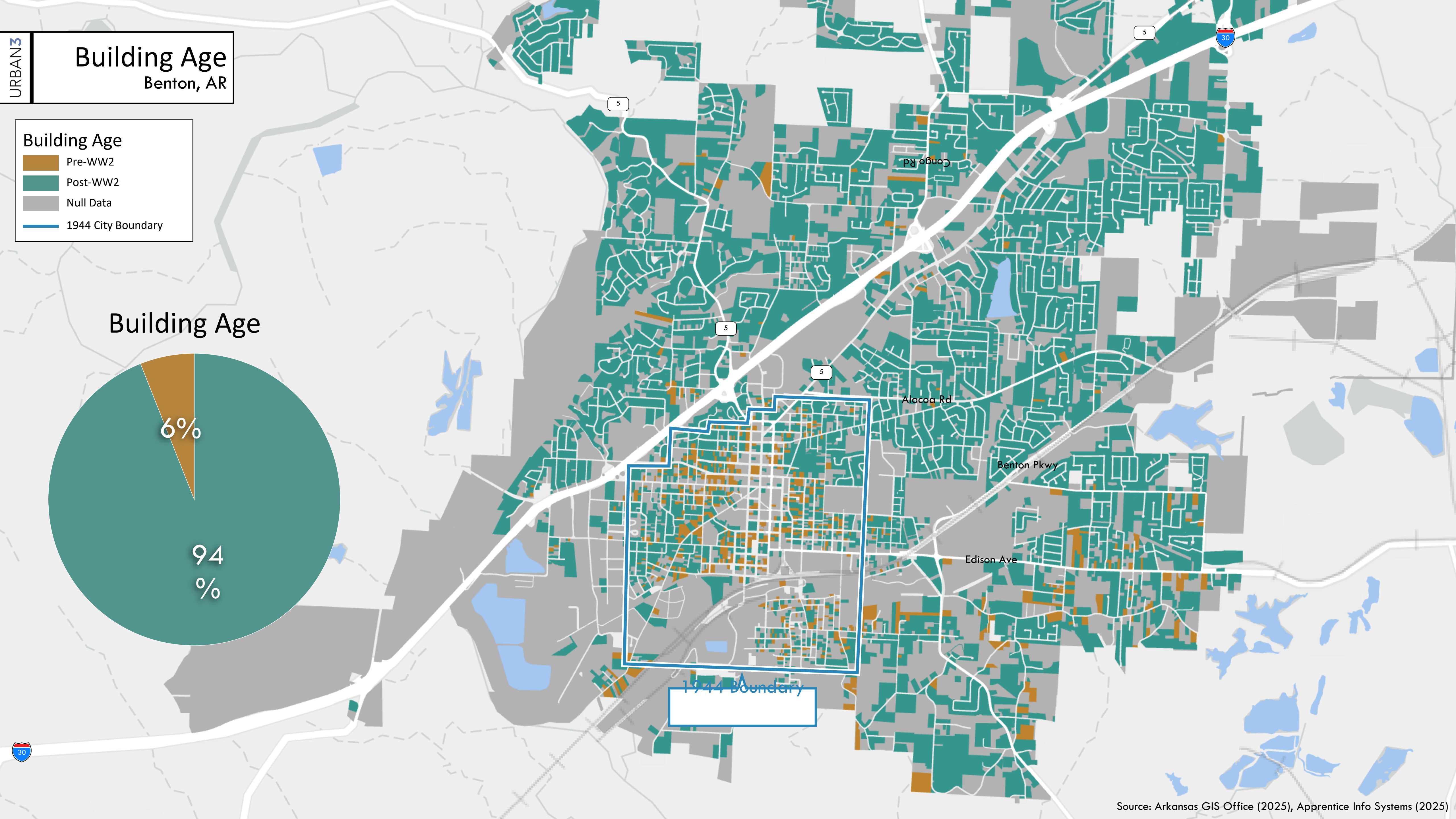
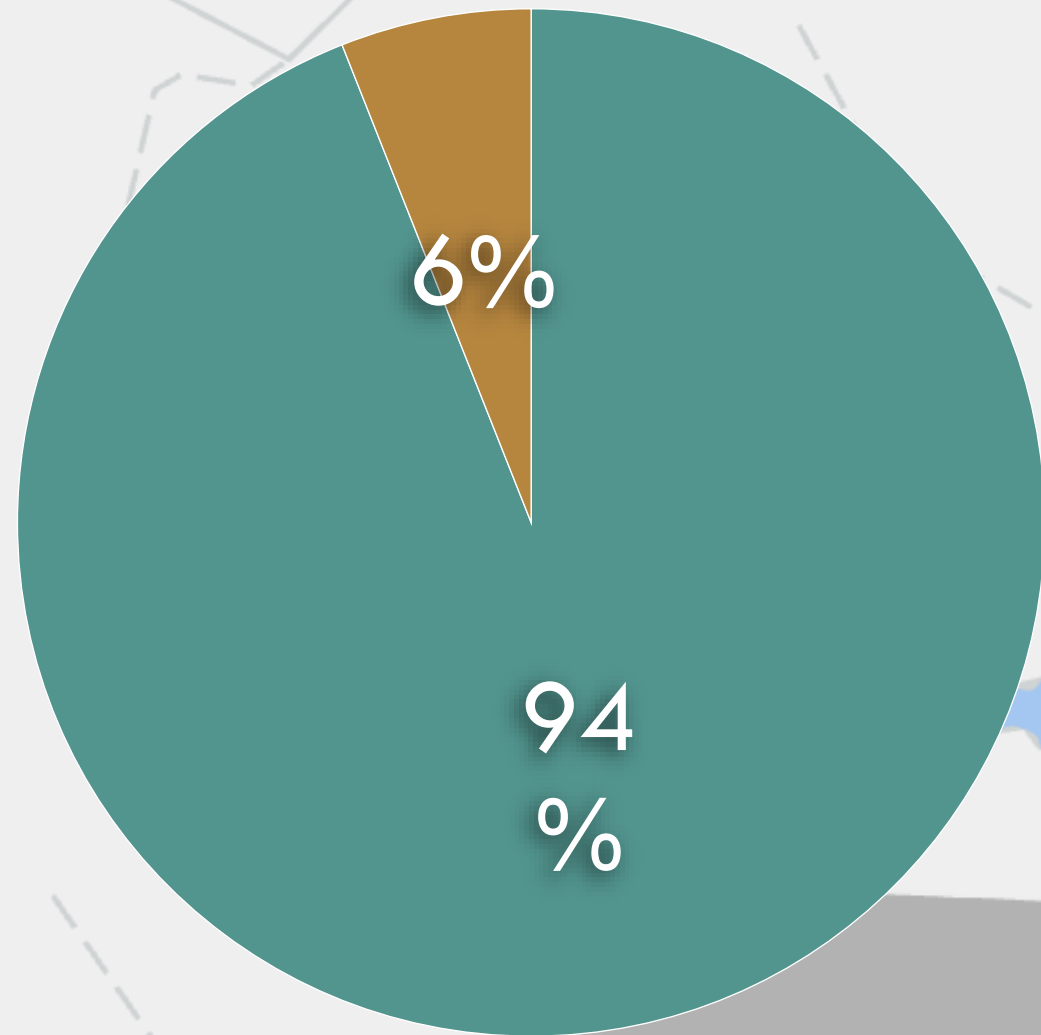
Building Age

Benton, AR

Building Age

- Pre-WW2
- Post-WW2
- Null Data
- 1944 City Boundary

Building Age



Value Per Acre: Historic Buildings

Benton, AR

c. 1940s

📍 Benton, AR



W. South Street (Benton)

Walmart Average
\$0.7M per acre

Value Per Acre: Historic Buildings

Benton, AR

2026

Benton, AR



\$1.0M per acre

\$1.6M per acre

\$1.6M per acre

\$3.5M per acre

W. South Street (Benton)

Walmart Average
\$0.7M per acre

Value Per Acre: Historic Buildings

Benton, AR

c. 1940s

📍 Benton, AR



N. Market Street (Benton)

Walmart Average
\$0.7M per acre

Value Per Acre: Historic Buildings

Benton, AR

2026



\$1.5M per acre

\$1.2M per acre

\$2.1M per acre

\$2.3M per acre

\$1.3M per acre

N. Market Street (Benton)

Walmart Average
\$0.7M per acre

A Closer Look:

Scale & Use Comparison

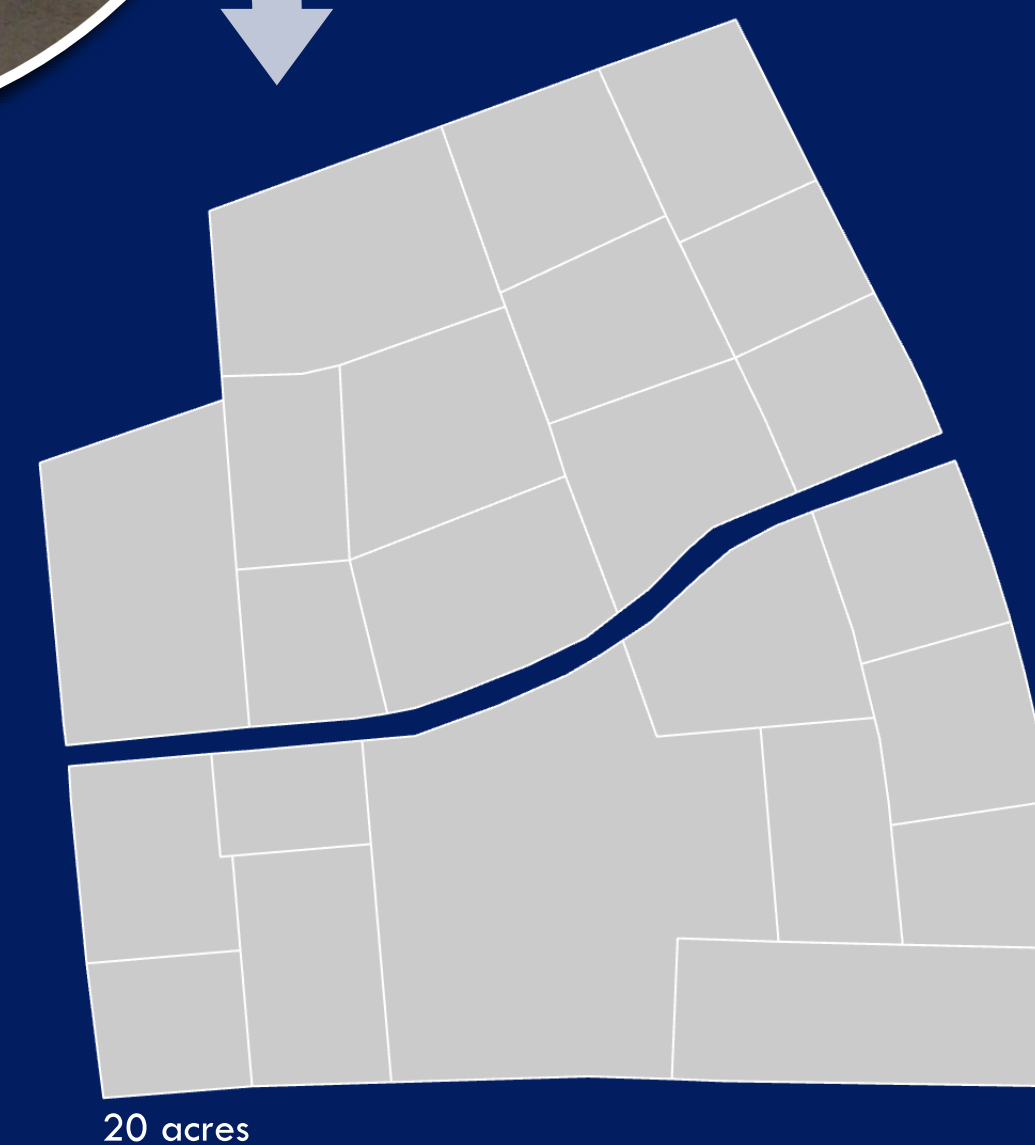
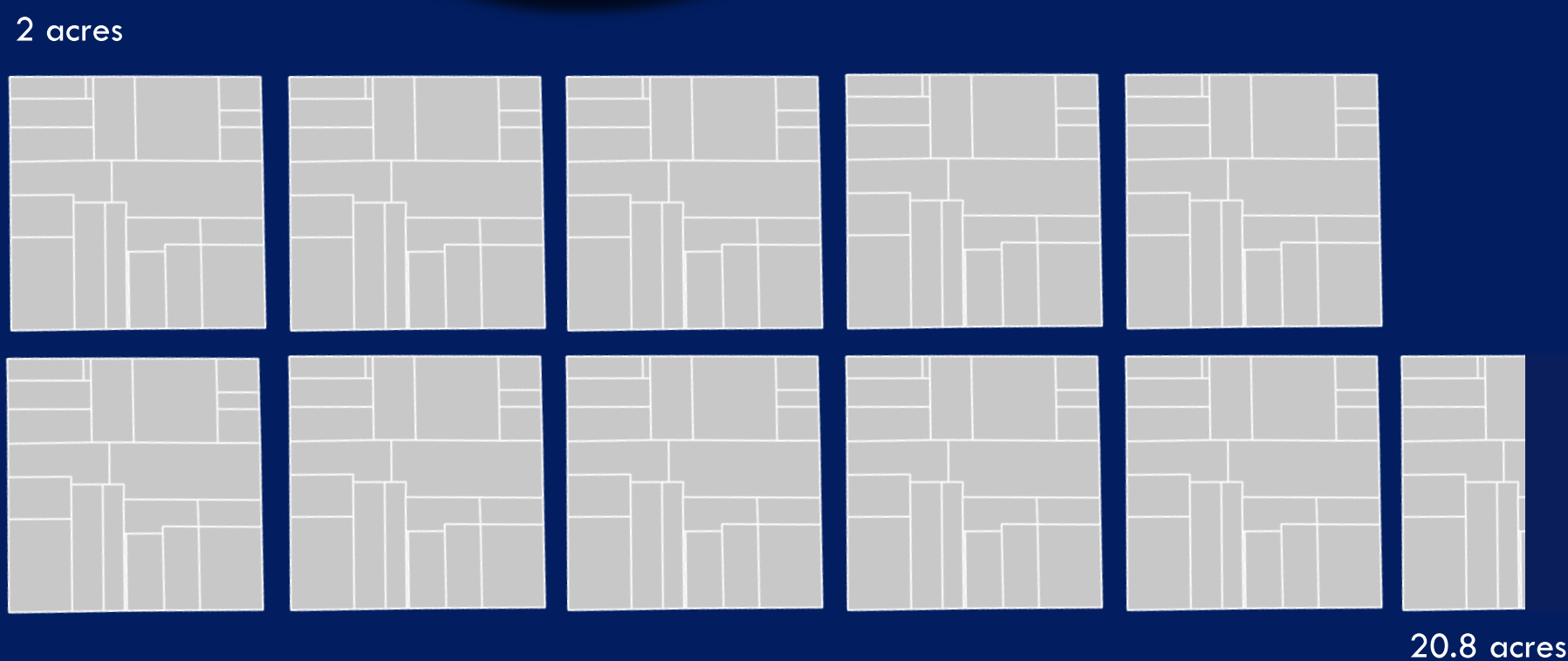
Total Property Value: Scale & Use Comparison

Bryant, AR



x 10.4

=



Same value,
Similar footprint!

We'll compare Property
Tax and Sales Tax later!

Parcels are shown to scale.

Source: Arkansas GIS Office (2025) Apprentice Info Systems (2025), Google Maps



WELL

ISN'T THAT SPATIAL



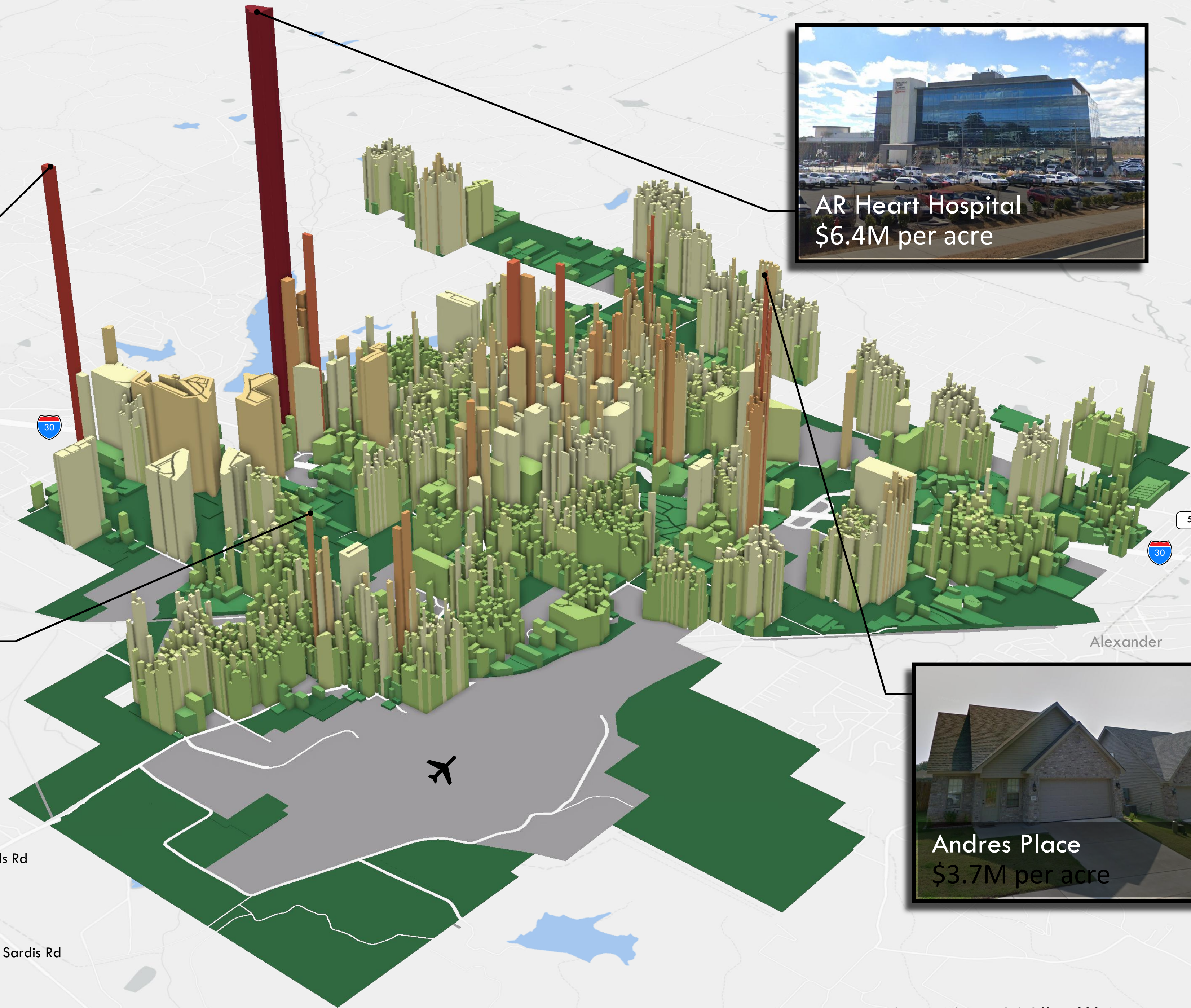
Land Uses in the Model

Reconnecting the Tax Model with On-Street Examples

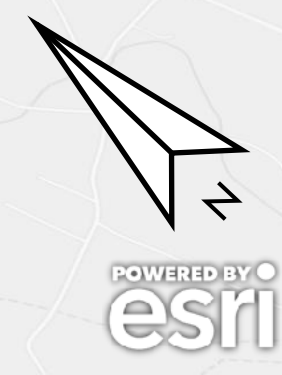
Value Per Acre Bryant, AR

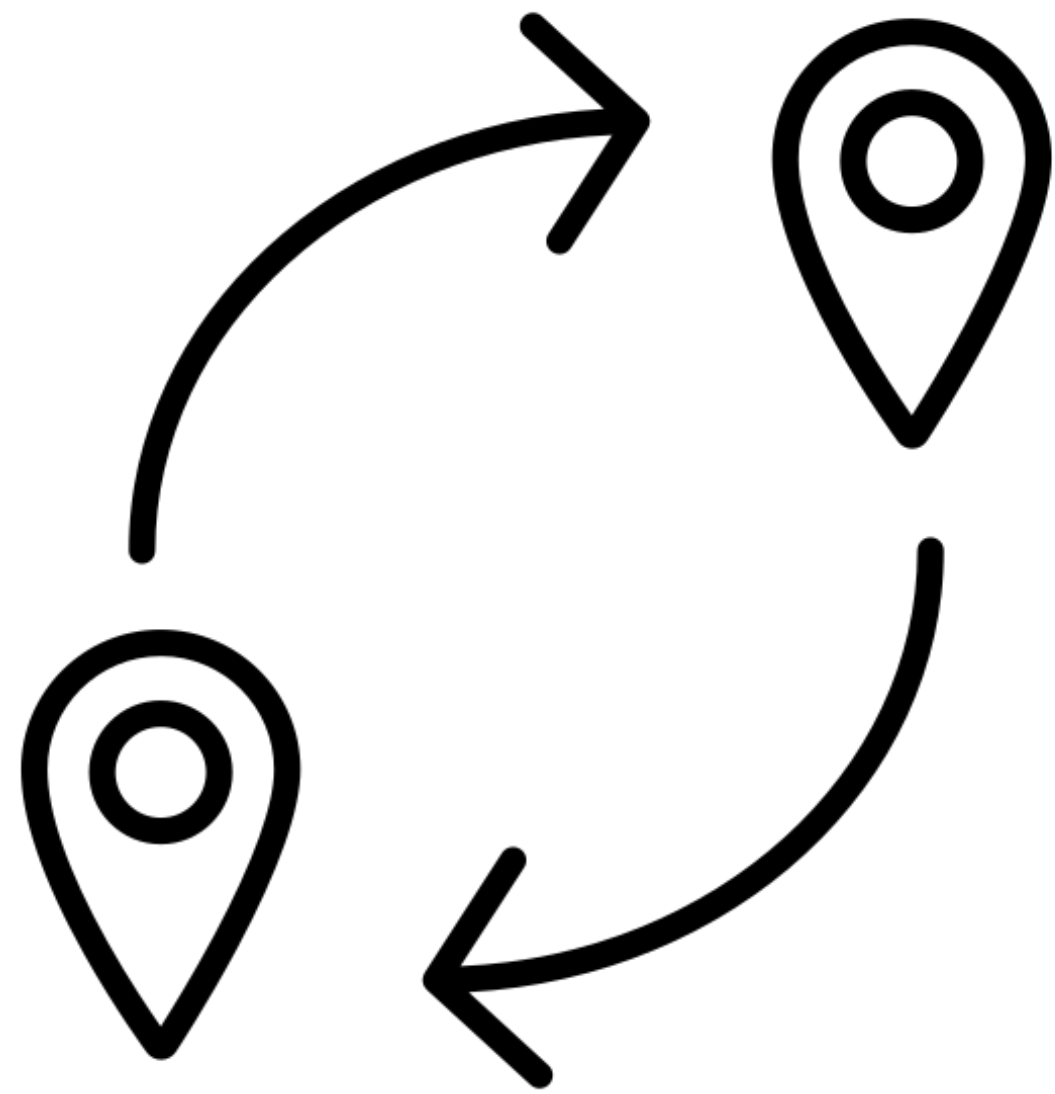
Value Per Acre (\$)

Color: Purple	> 7,000,000
Color: Dark Red	5,000,001 - 7,000,000
Color: Red	4,000,001 - 5,000,000
Color: Orange-Red	3,000,001 - 4,000,000
Color: Orange	2,000,001 - 3,000,000
Color: Yellow-Orange	1,500,001 - 2,000,000
Color: Yellow	1,000,001 - 1,500,000
Color: Light Green	750,001 - 1,000,000
Color: Green	300,001 - 750,000
Color: Dark Green	100,001 - 300,000
Color: Very Dark Green	20,001 - 100,000
Color: Grey	< 20,000
Color: Grey	0



PULASKI COUNTY



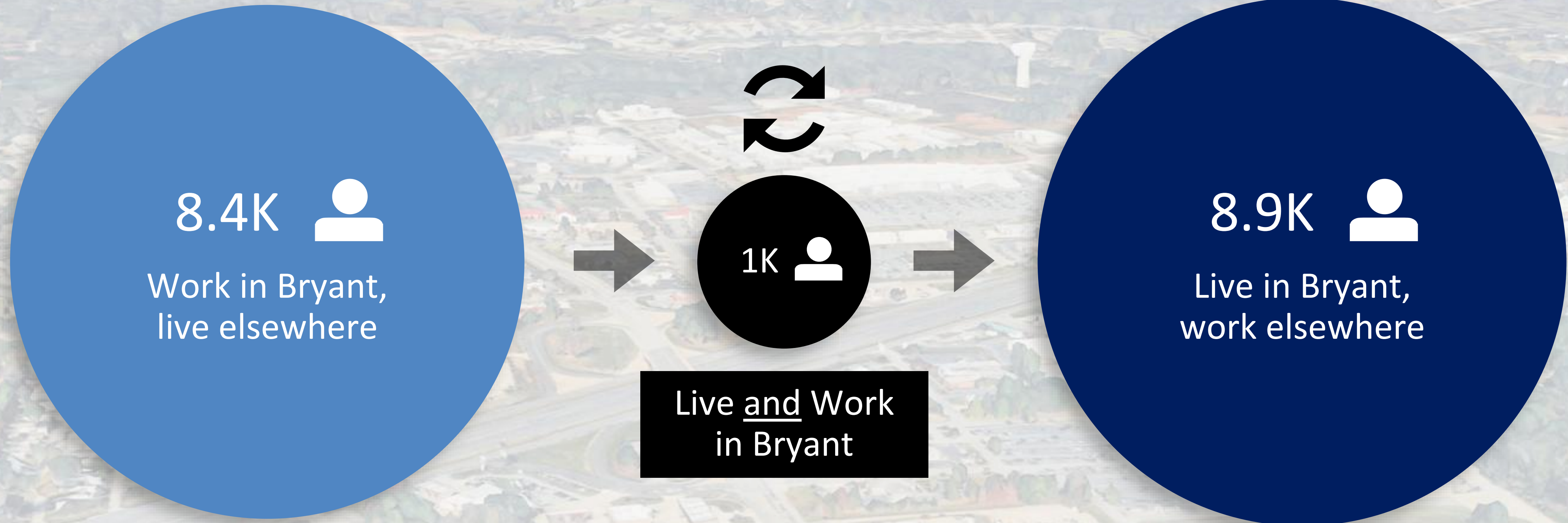


Commuting Patterns

Mapping Where Residents Work

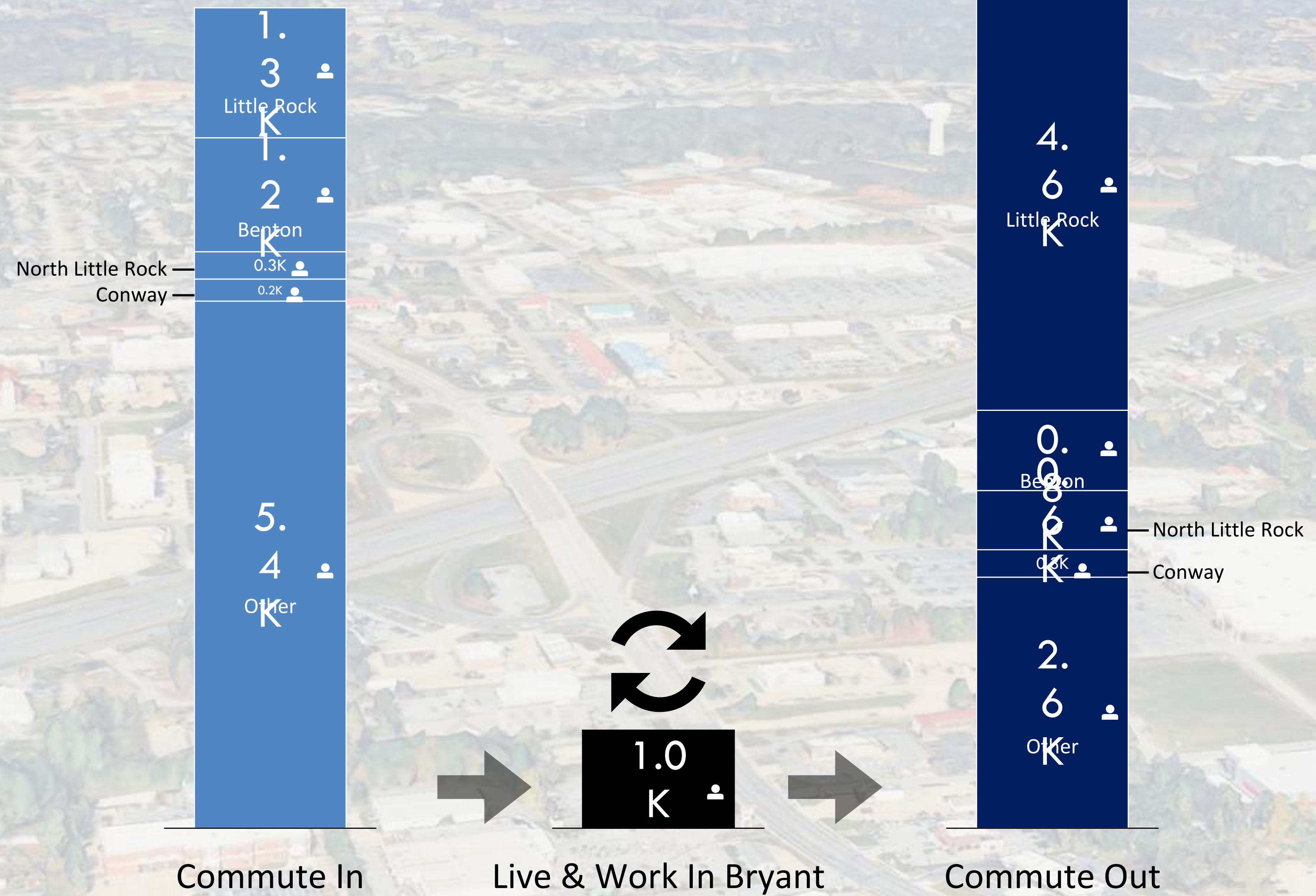
Daily Commuting Patterns (2023)

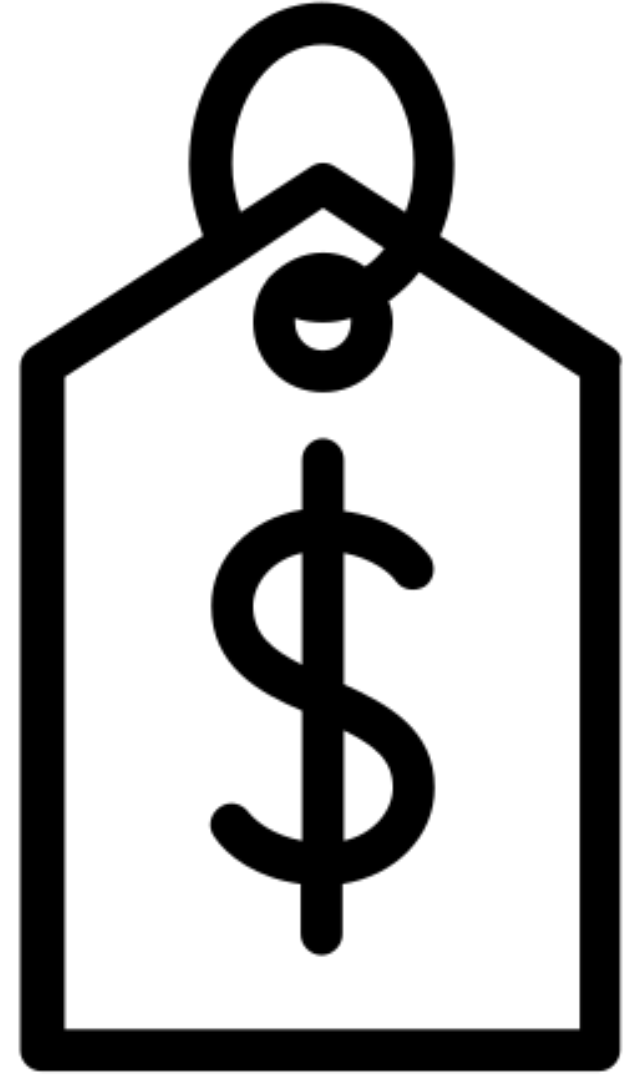
Bryant, AR



Daily Commuting Patterns (2023)

Bryant, AR

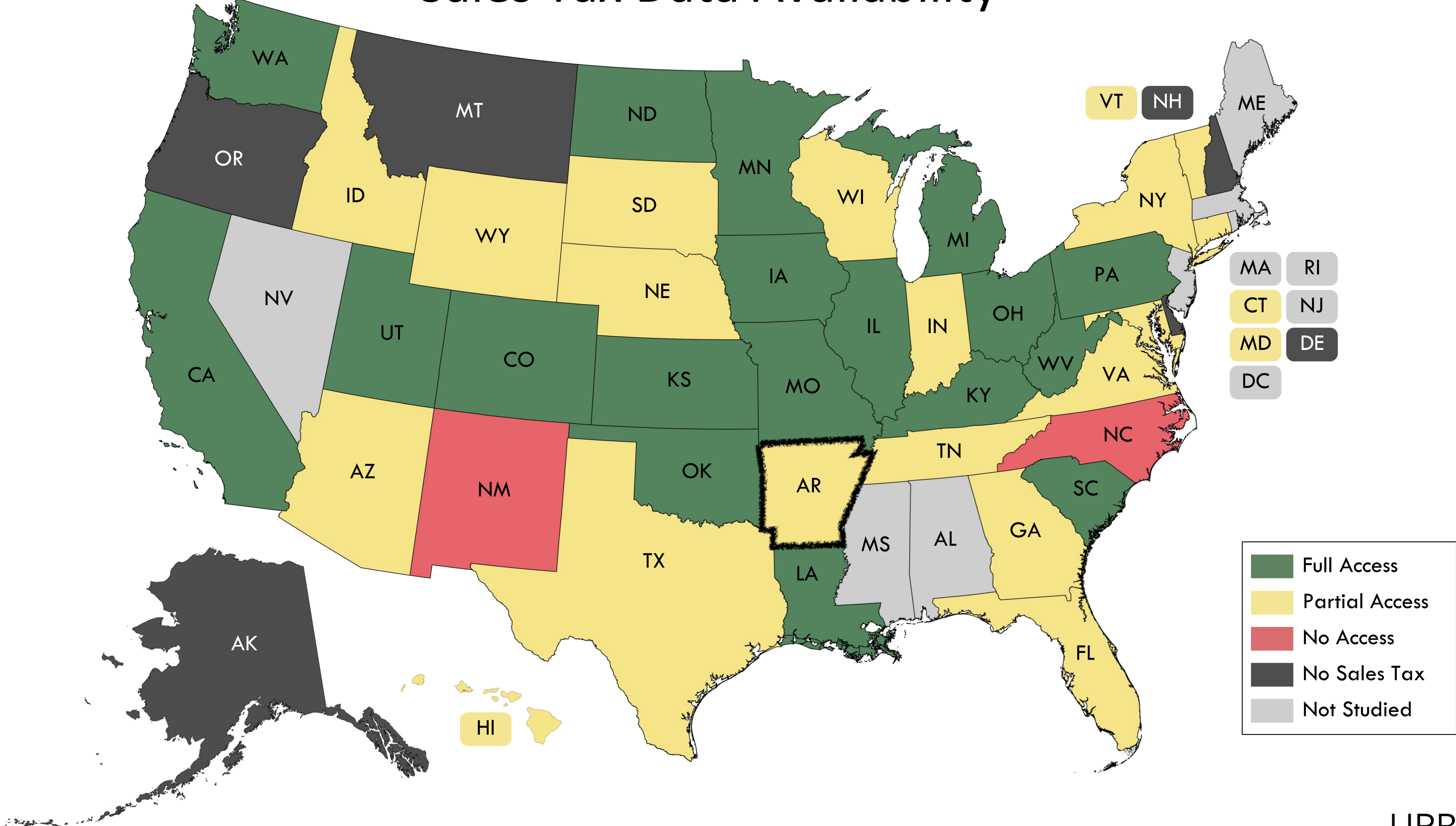




Sales Tax Analysis

Mapping Sales Tax Revenue

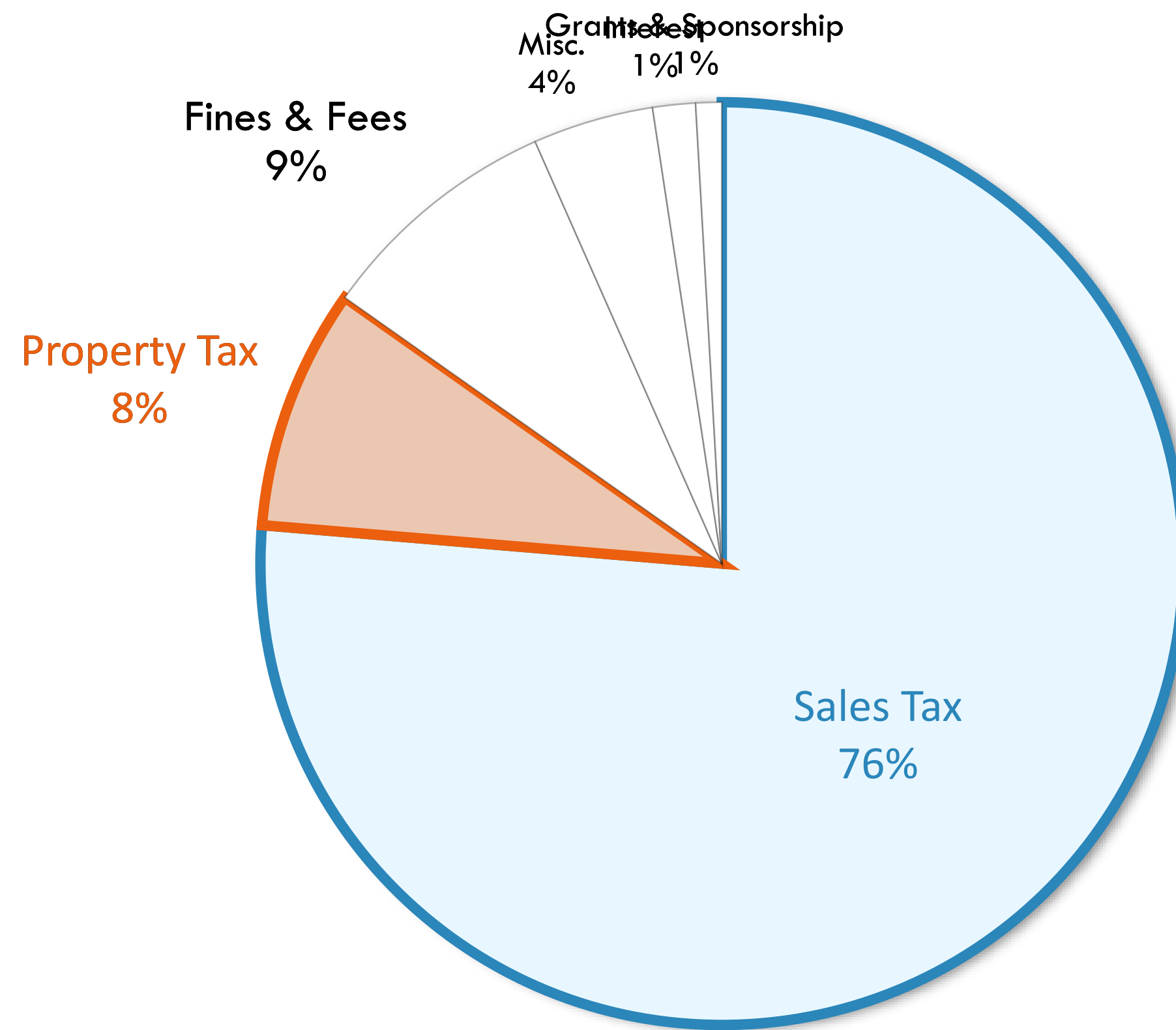
Sales Tax Data Availability



Flow of Funds: Revenue Sources for 2026 General Fund

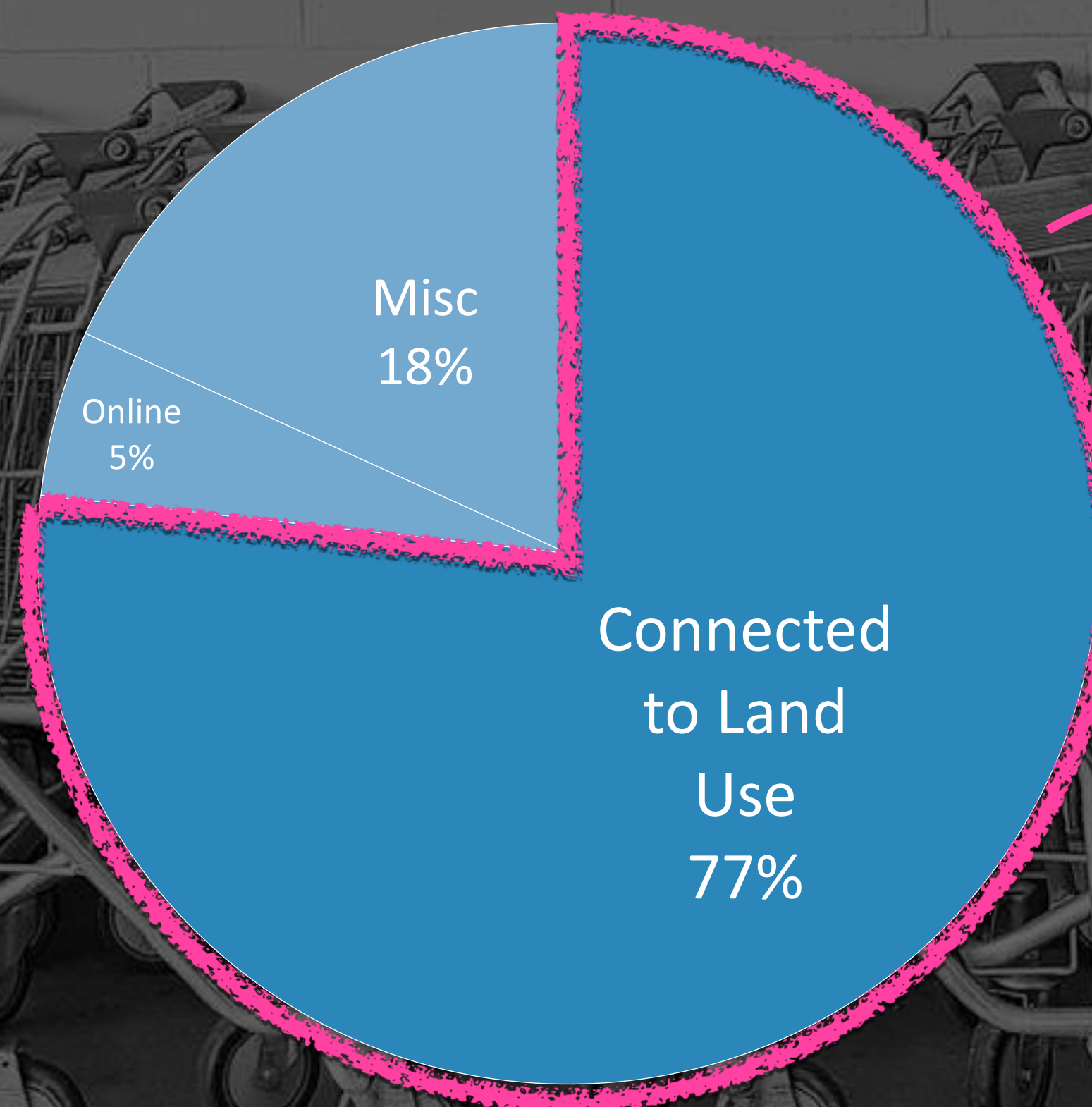
Bryant, AR

Your **Sales Tax Revenues** are 10x greater than your **Property Tax Revenues**



Revenues: \$72.9M

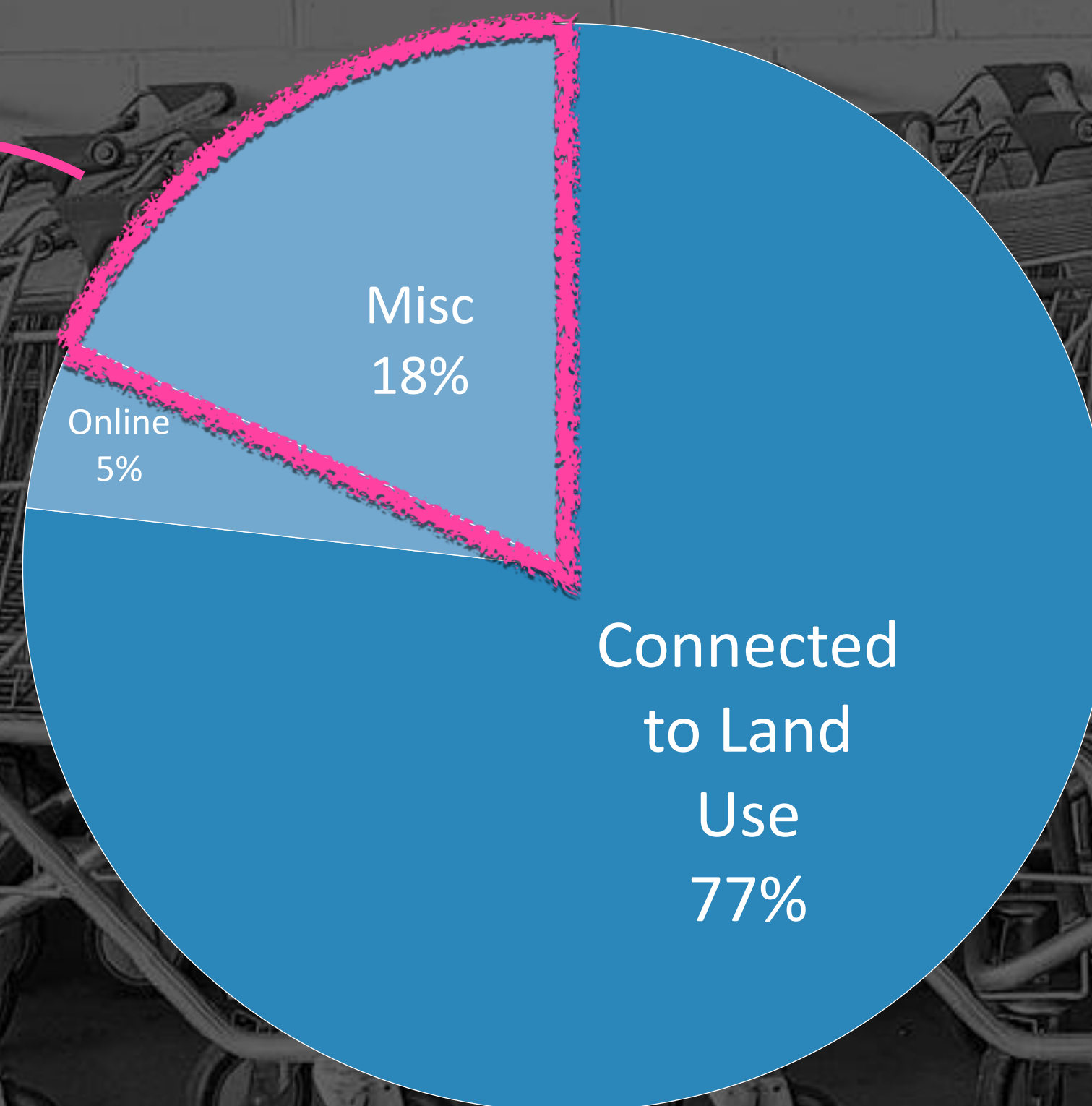
Combined City and County Sales Tax Revenues



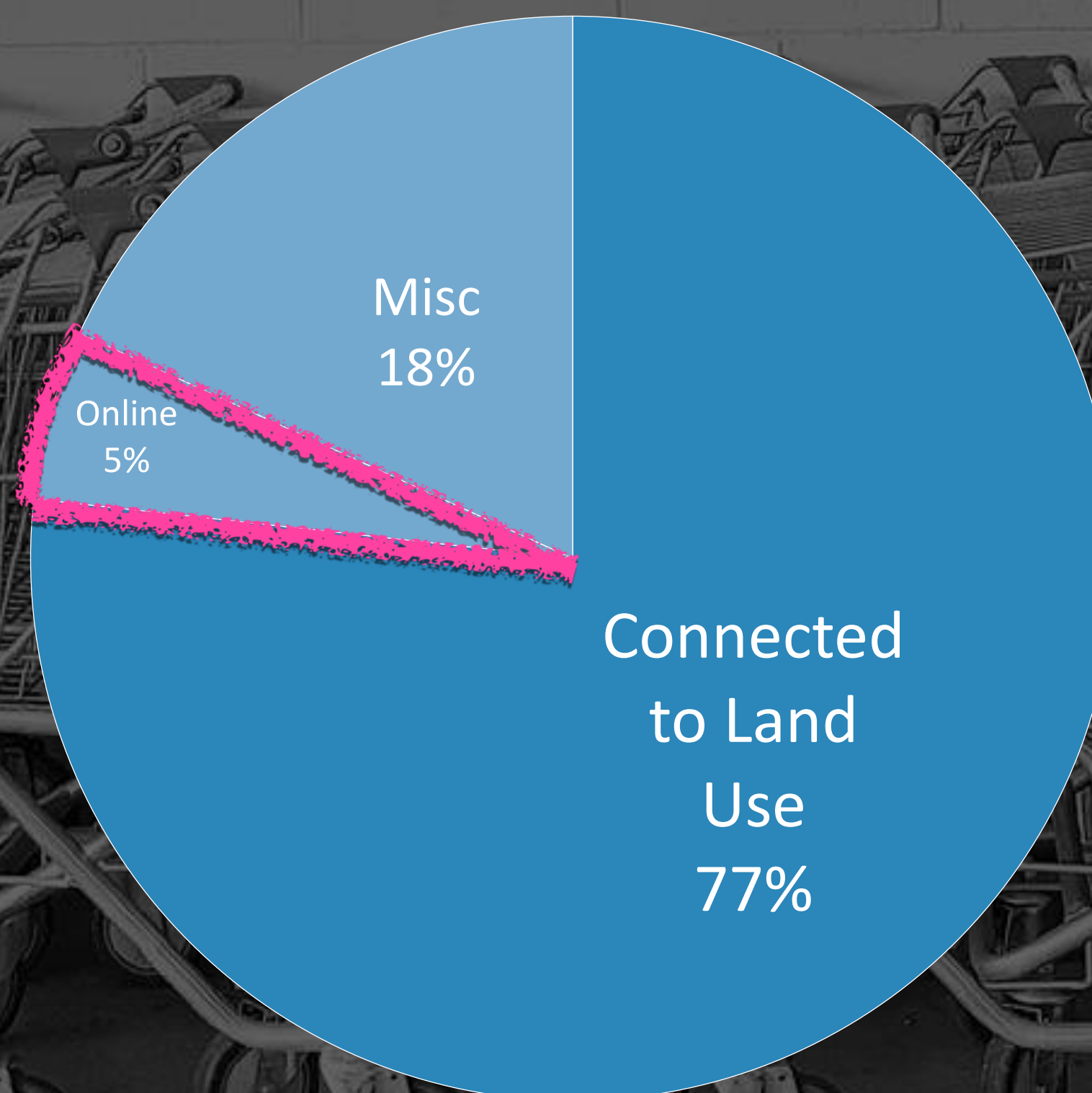
Mapped by land use groupings

Combined City and County Sales Tax Revenues

**Distributed Evenly
Across All of Bryant**



Combined City and County Sales Tax Revenues

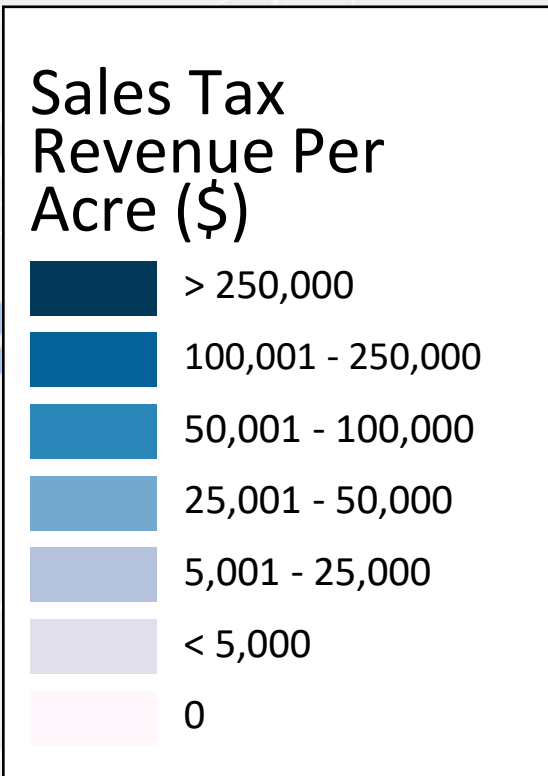


**Distributed to
Residential Units**

Online & Misc. Sales Tax Per Acre

Bryant, AR

Online & Misc. Sales Tax



Alcoa Rd

N Reynolds Rd

W Sardis Rd

Alexander

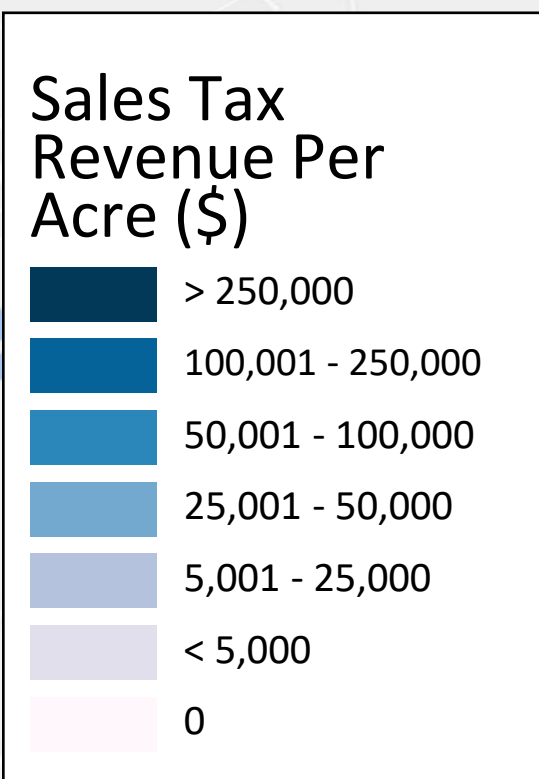
S Alexander Rd

PULASKI COUNTY

Sales Tax Per Acre

Bryant, AR

Spatial Sales Tax
+
Online & Misc. Sales Tax



Alcoa Rd

N Reynolds Rd

W Sardis Rd

Alexander

S Alexander Rd

PULASKI COUNTY

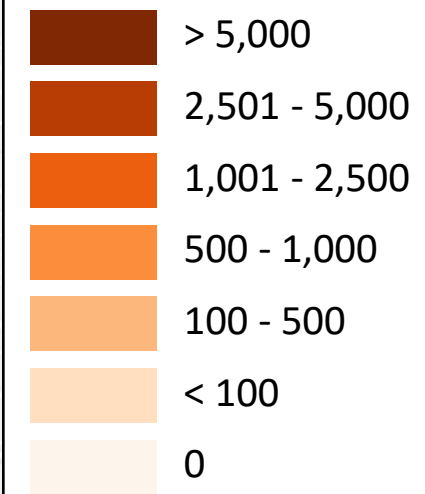


Sales + Property Tax Per Acre

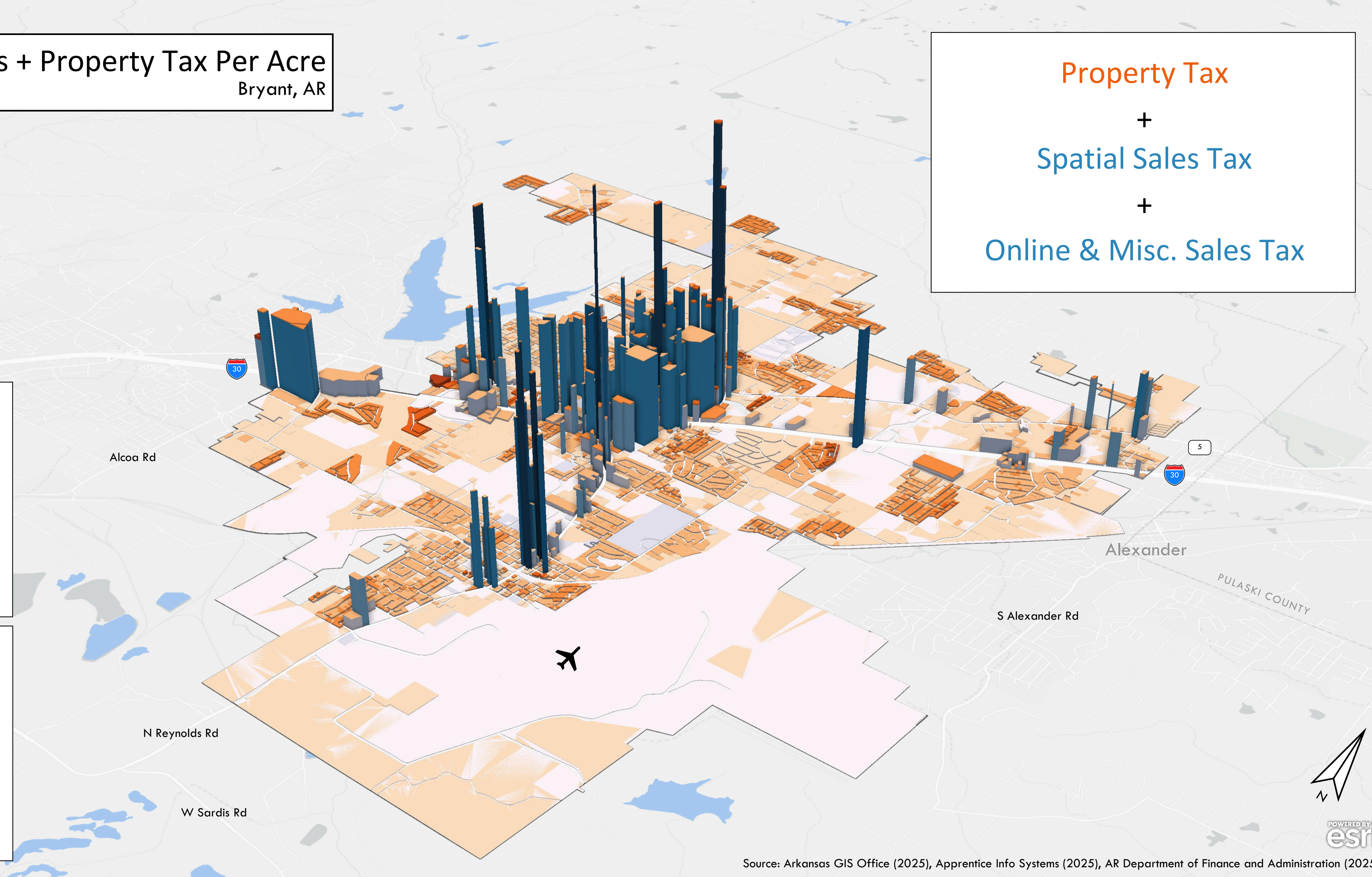
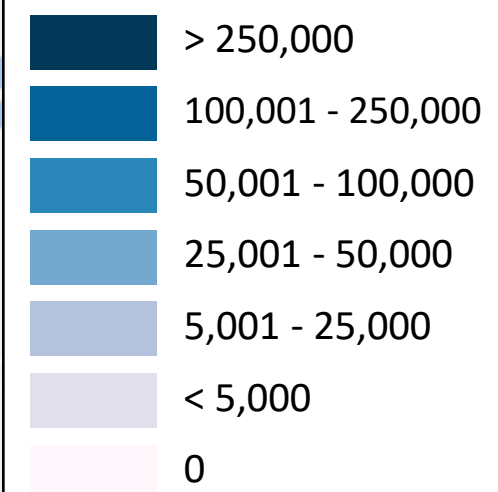
Bryant, AR

Property Tax
+
Spatial Sales Tax
+
Online & Misc. Sales Tax

Property Tax Revenue Per Acre (\$)



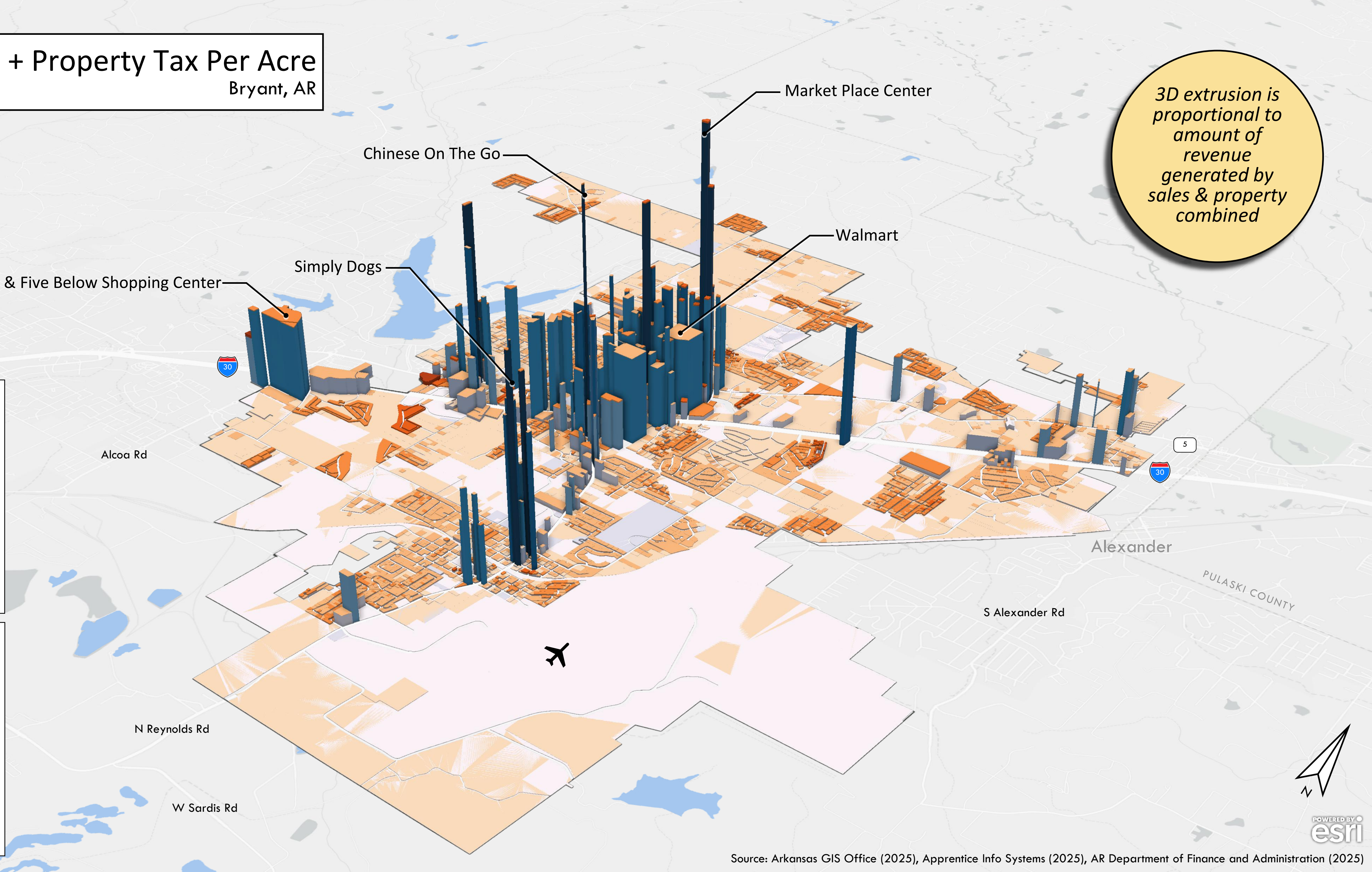
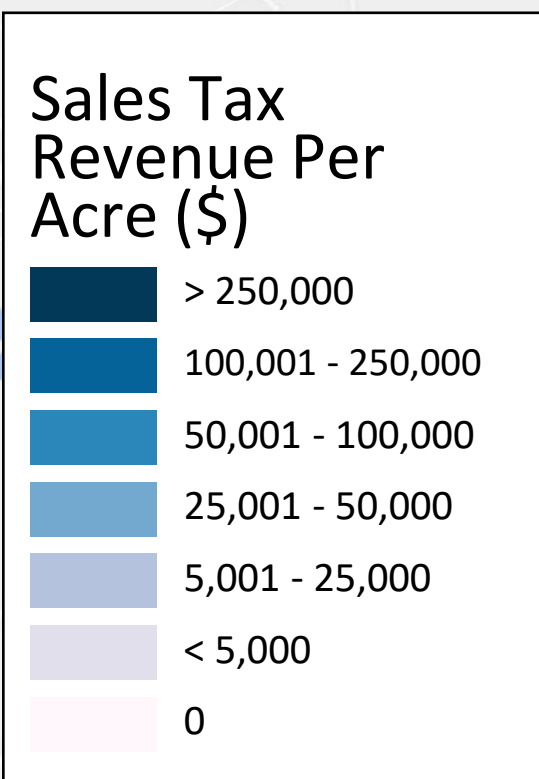
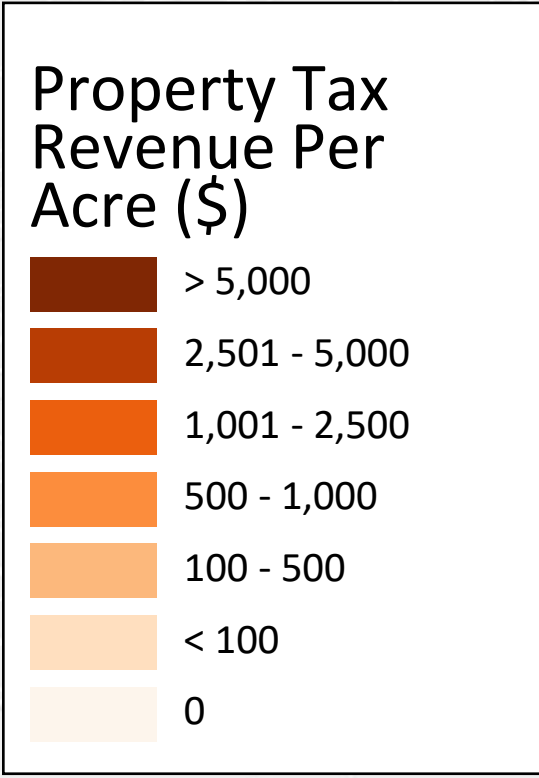
Sales Tax Revenue Per Acre (\$)



Sales + Property Tax Per Acre

Bryant, AR

3D extrusion is proportional to amount of revenue generated by sales & property combined



Comparing Sales Tax Productivity

Bryant, AR



Walmart

to scale

Heart of Bryant

\$1.4M

Total Sales Tax Revenue



Property Tax Revenue (Per Acre)

\$457 | \$270

Sales Tax Revenue (Per Acre)

\$70K

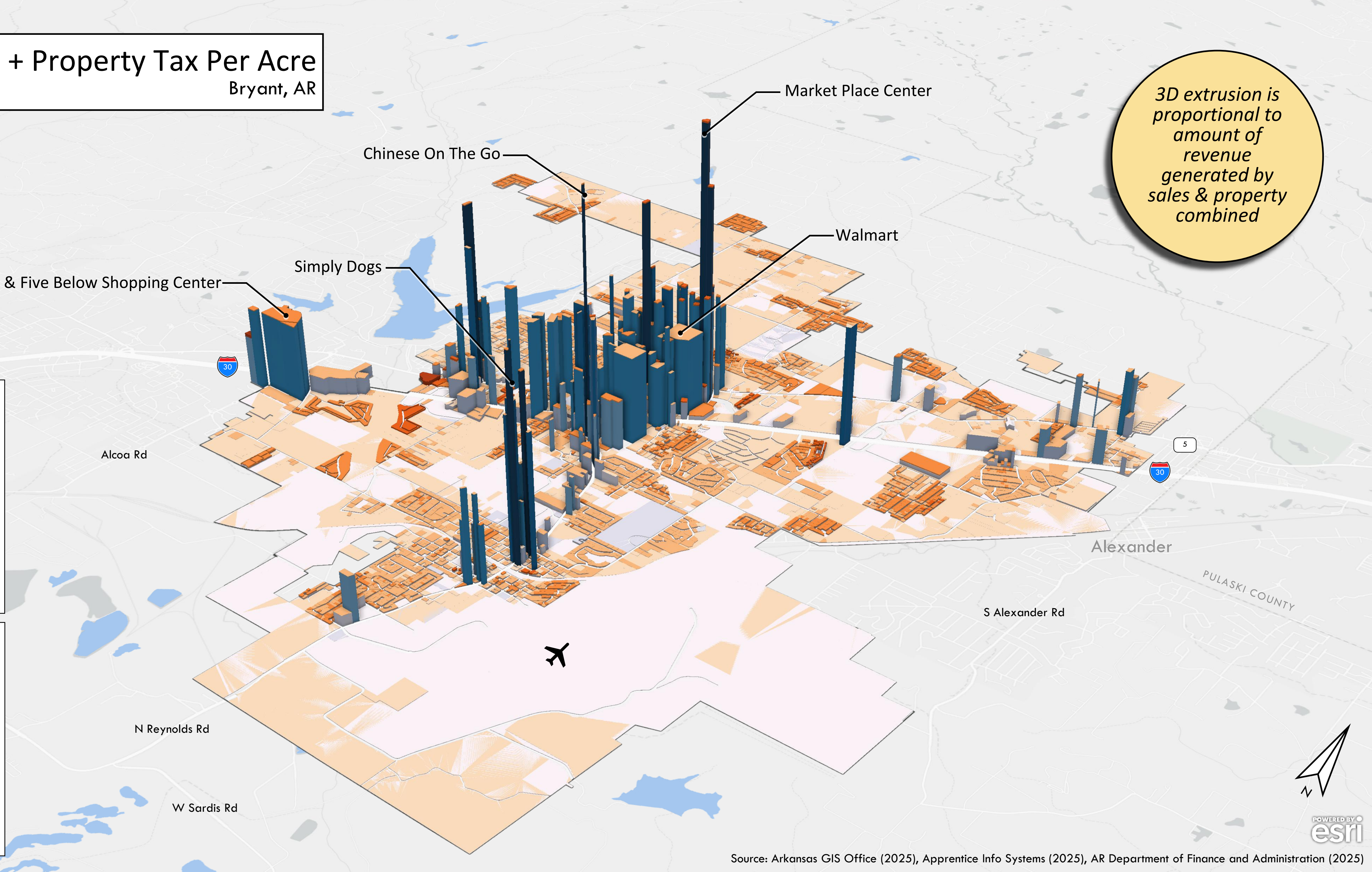
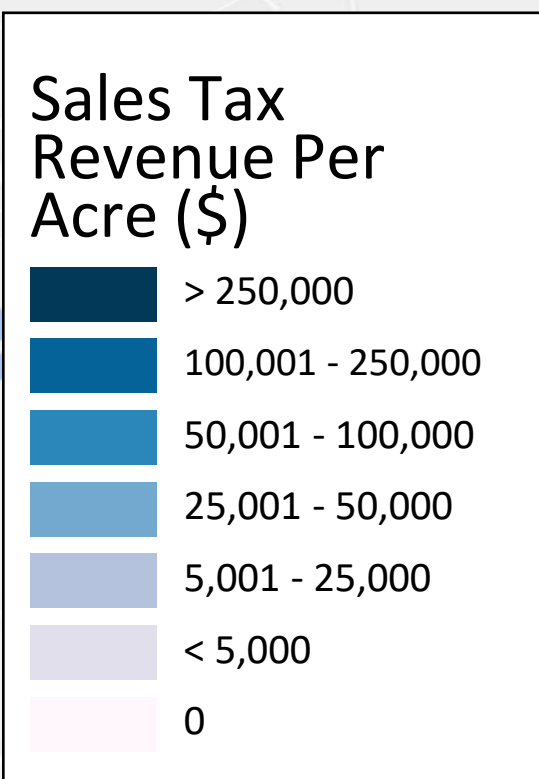
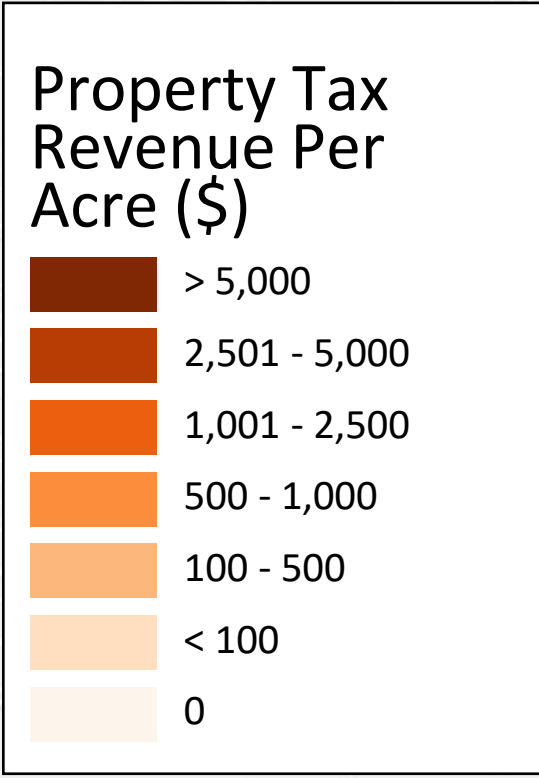


\$79K

Sales + Property Tax Per Acre

Bryant, AR

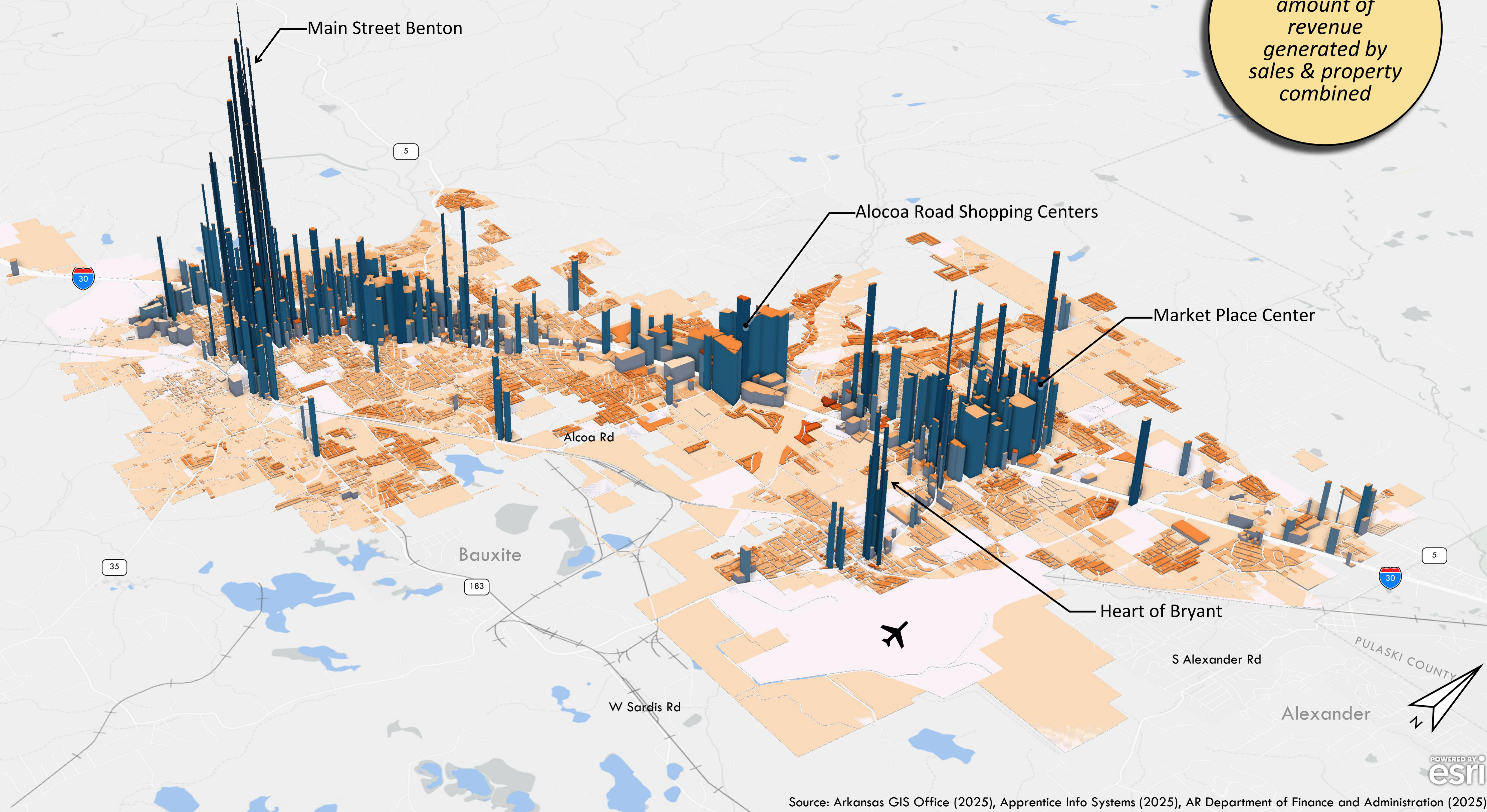
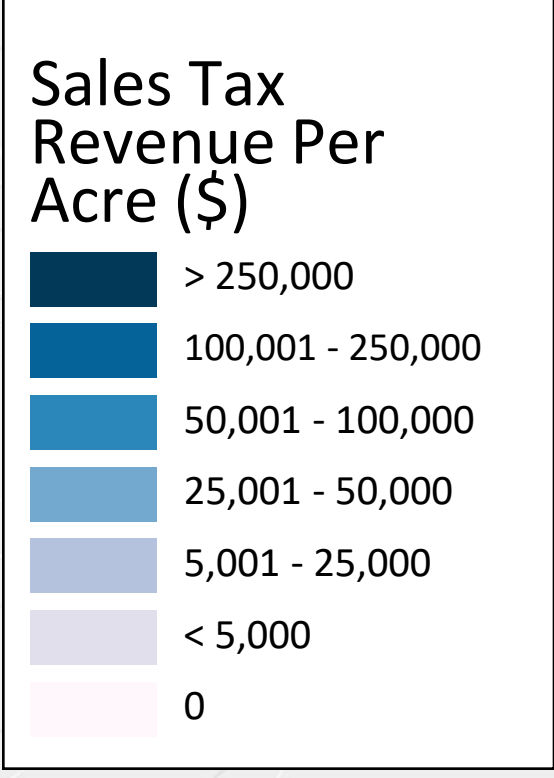
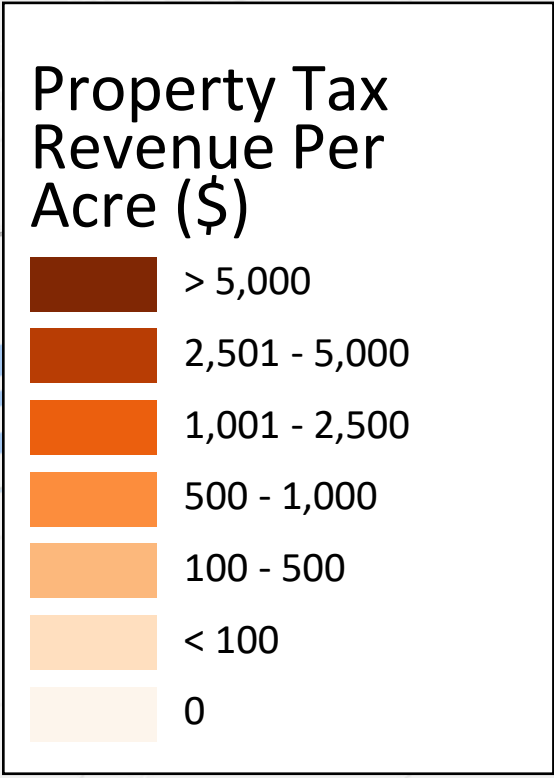
3D extrusion is proportional to amount of revenue generated by sales & property combined



Sales + Property Tax Per Acre

Bryant, AR

3D extrusion is proportional to amount of revenue generated by sales & property combined



Comparing Sales Tax Productivity

Bryant, AR & Benton, AR



Walmart

Main Street Benton

to scale

\$1.4M

Total Sales Tax Revenue



Property Tax Revenue (Per Acre)

\$457 | \$993

Sales Tax Revenue (Per Acre)

\$70K



\$207K

A Closer Look:

Scale & Use Comparison

Sales Tax Exemption!

Total Property Value: Scale & Use Comparison

Bryant, AR

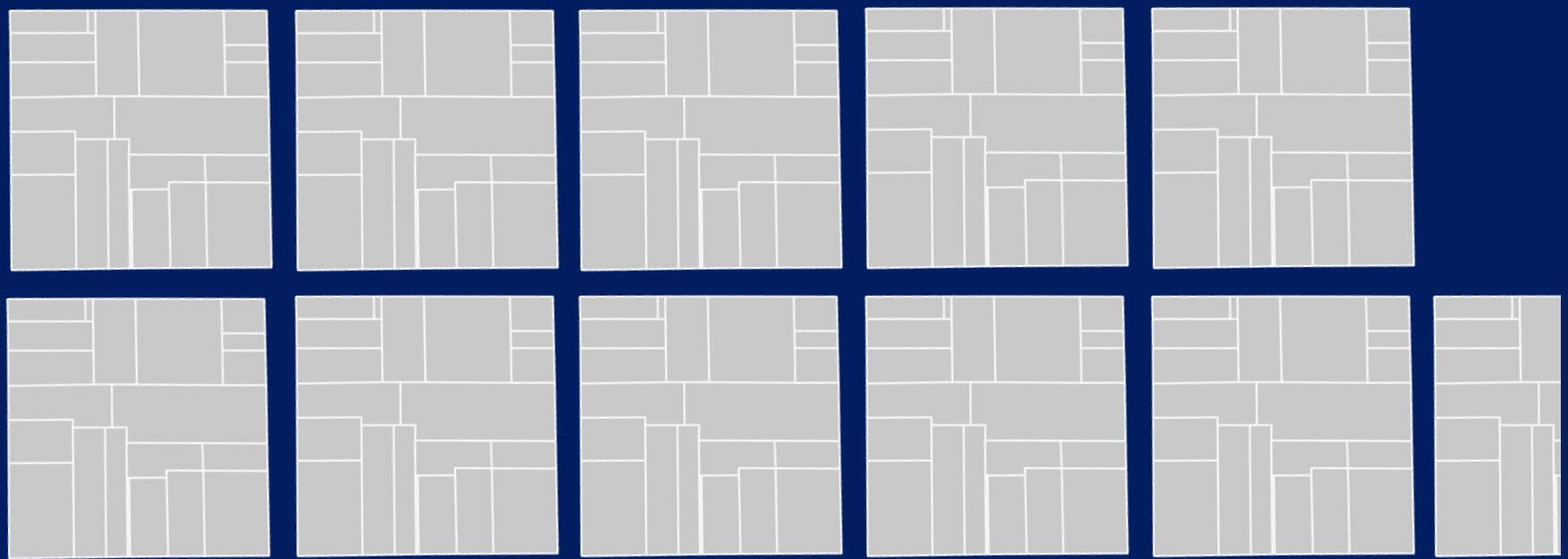


x 10.4

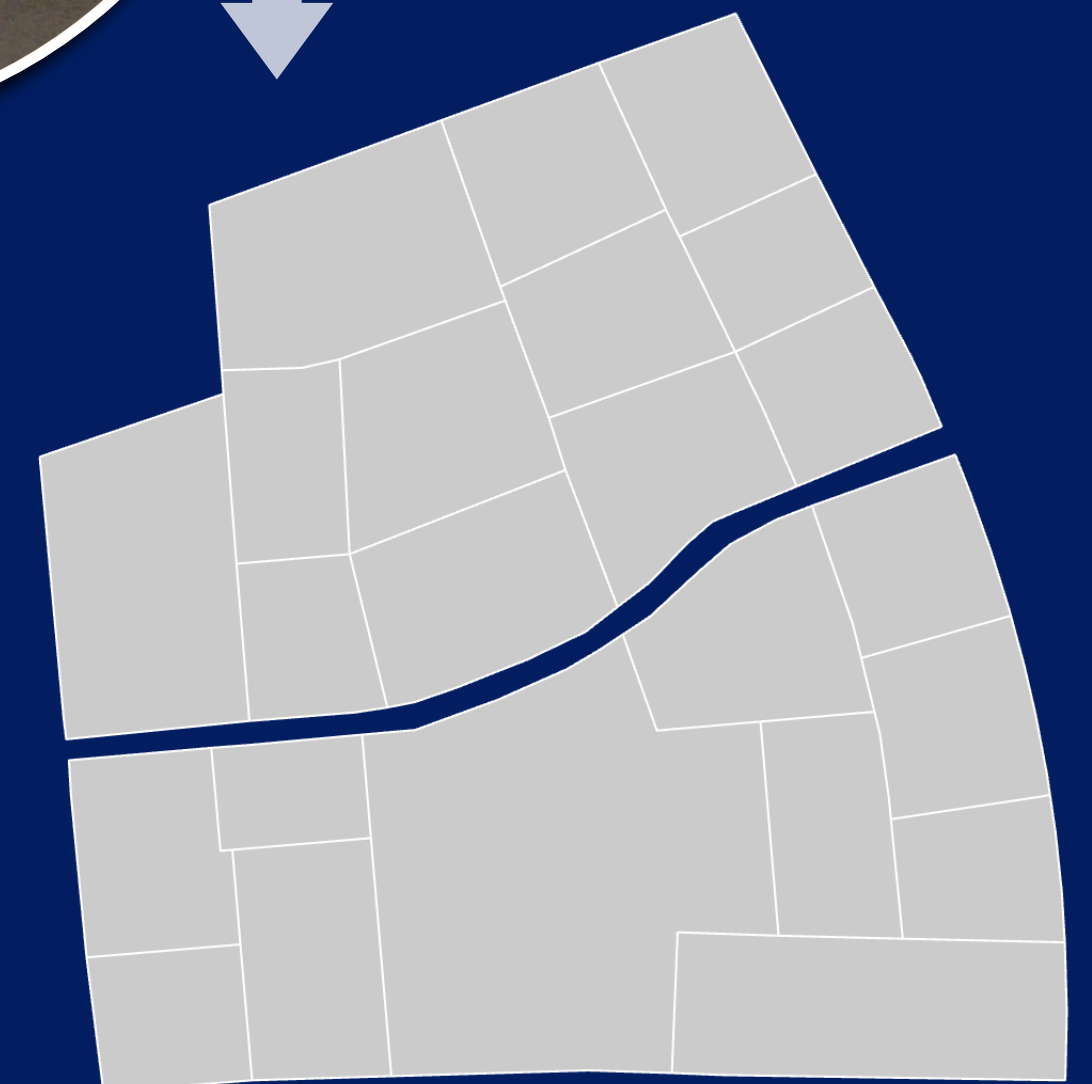
=



2 acres



20.8 acres



20 acres



20.8 acres =
20 acres

We looked at this comparison of
Total Property Value earlier....

Parcels are shown to scale.

Source: Apprentice Info Systems (2025), AR Department of Finance and Administration (2025), Google Maps

Total Property Tax Revenue: Scale & Use Comparison

Bryant, AR

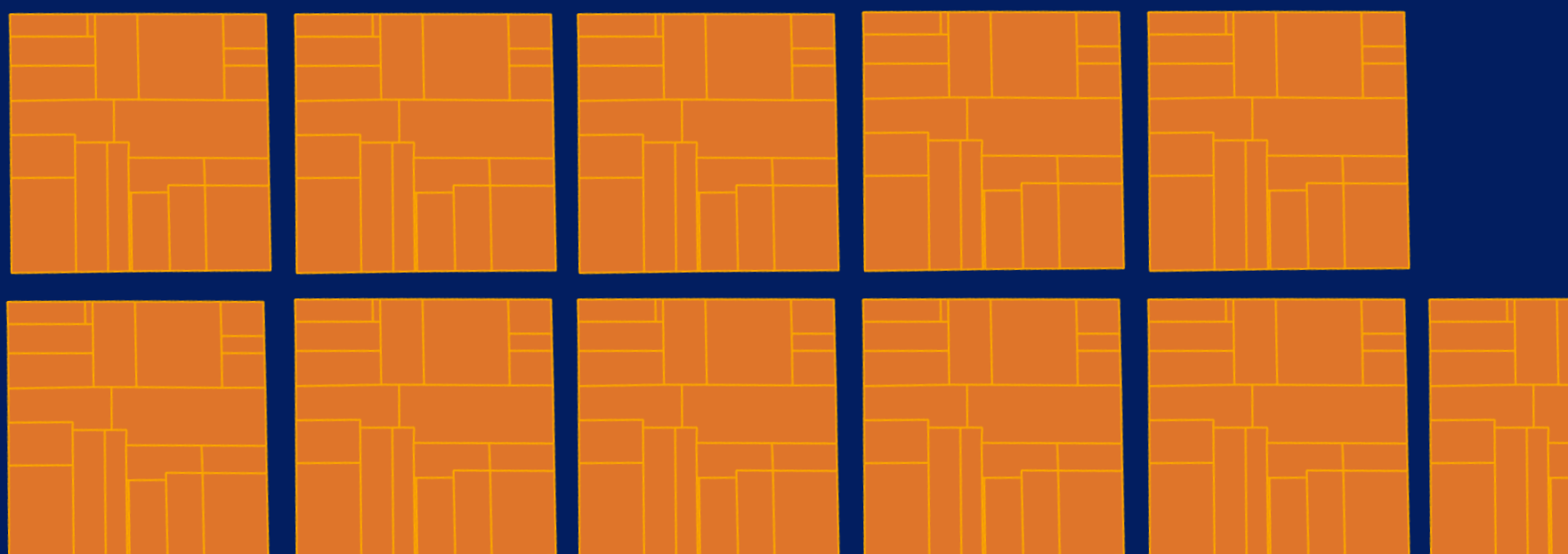


x 10.5

=



2 acres



20.5 acres



20 acres



20.8 acres =
20 acres

...for property tax
revenues

Total Sales Tax Revenue: Scale & Use Comparison

Bryant, AR

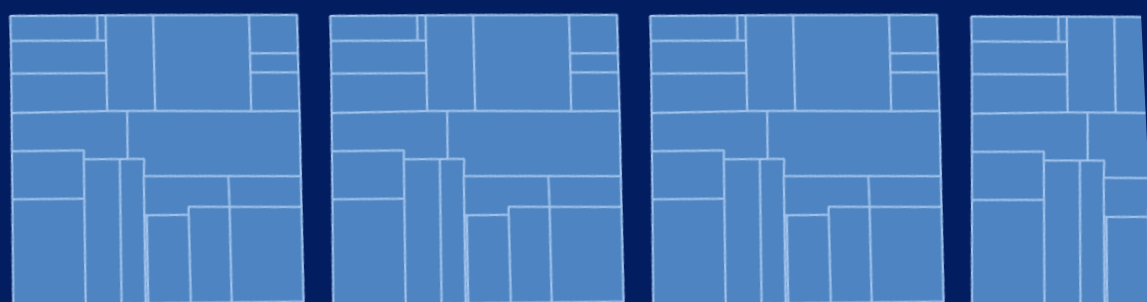


x 3.7

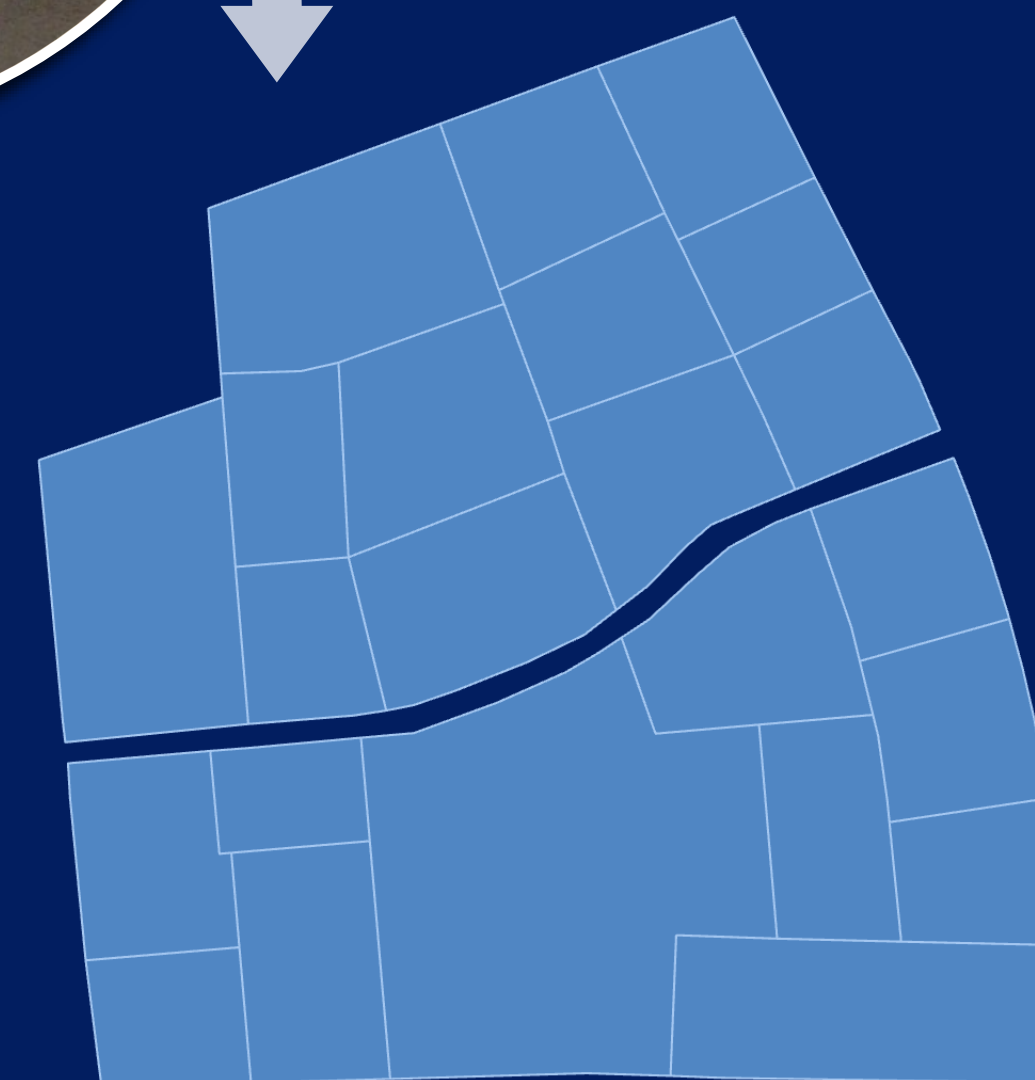
=



2 acres



7.4 acres



20 acres

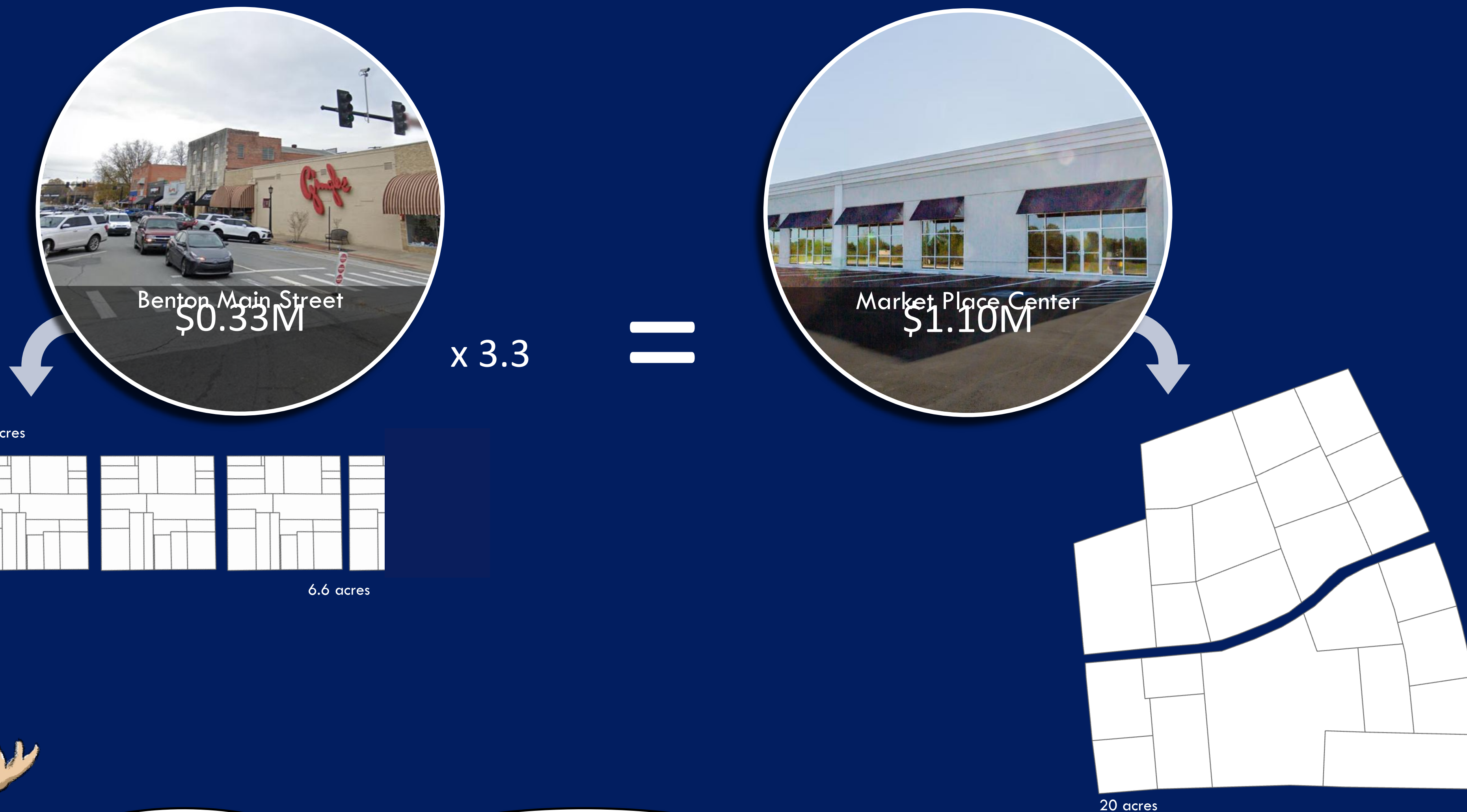


7.4 acres =
20 acres

...for sales tax
revenues

Combined Property & Sales Tax Revenues: Scale & Use Comparison

Bryant, AR



6.6 acres = 20 acres

For sales and property tax revenues combined

Parcels are shown to scale.

Source: Apprentice Info Systems (2025), AR Department of Finance and Administration (2025), Google Maps

If you can't measure it,
you can't
manage it.

Mayor Michael Bloomberg



Retail Taxes Per Acre Durango, CO

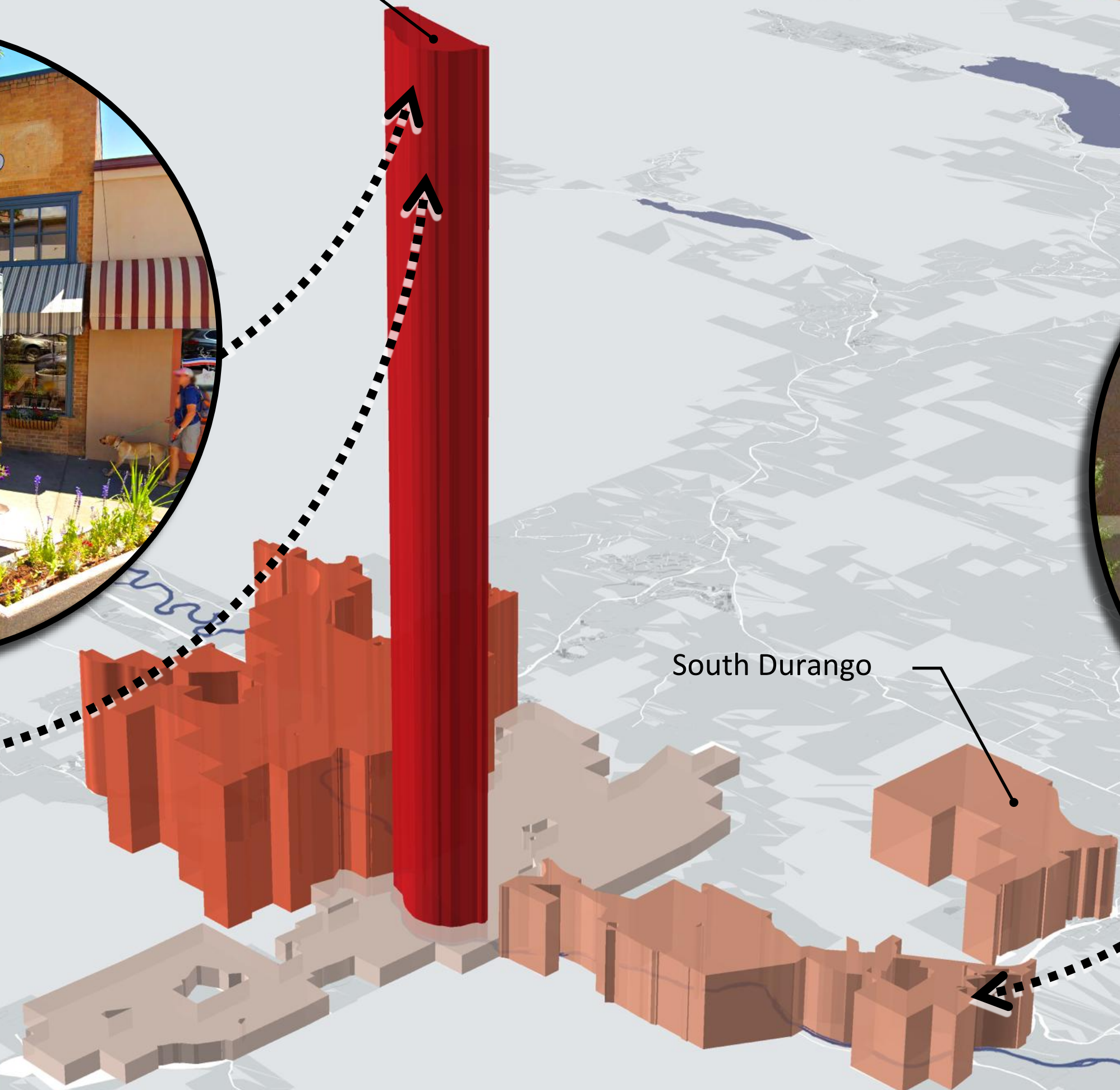
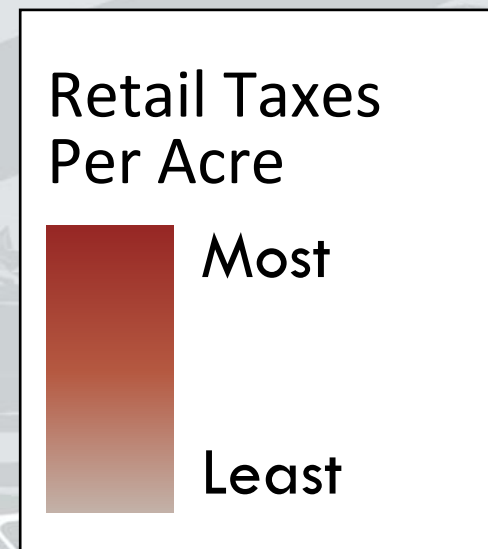
San Juan County

Hinsdale County

Archuleta County

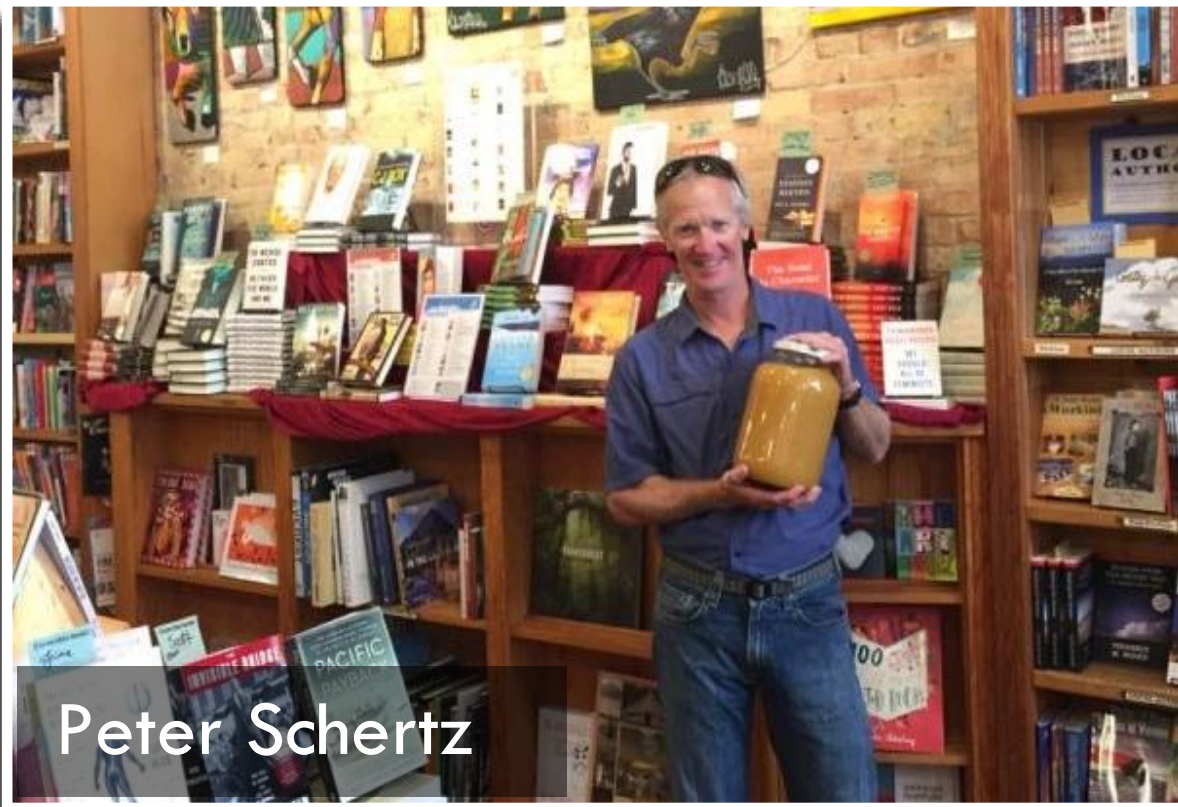
Downtown Durango

South Durango

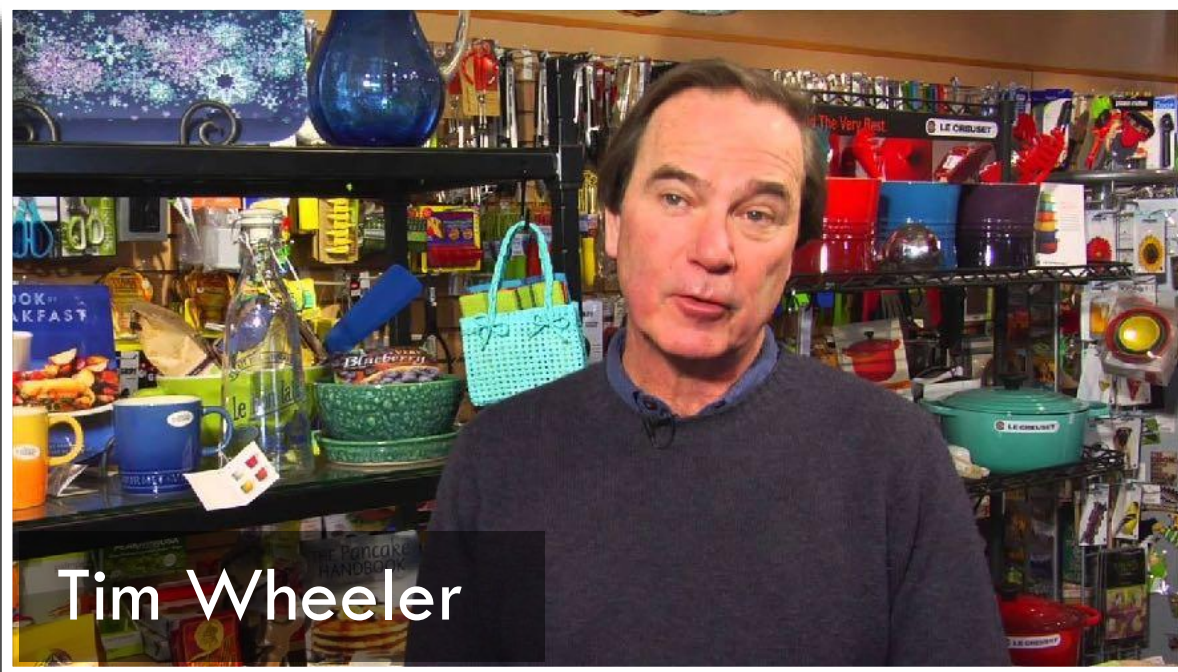
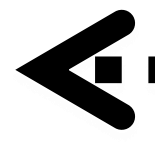
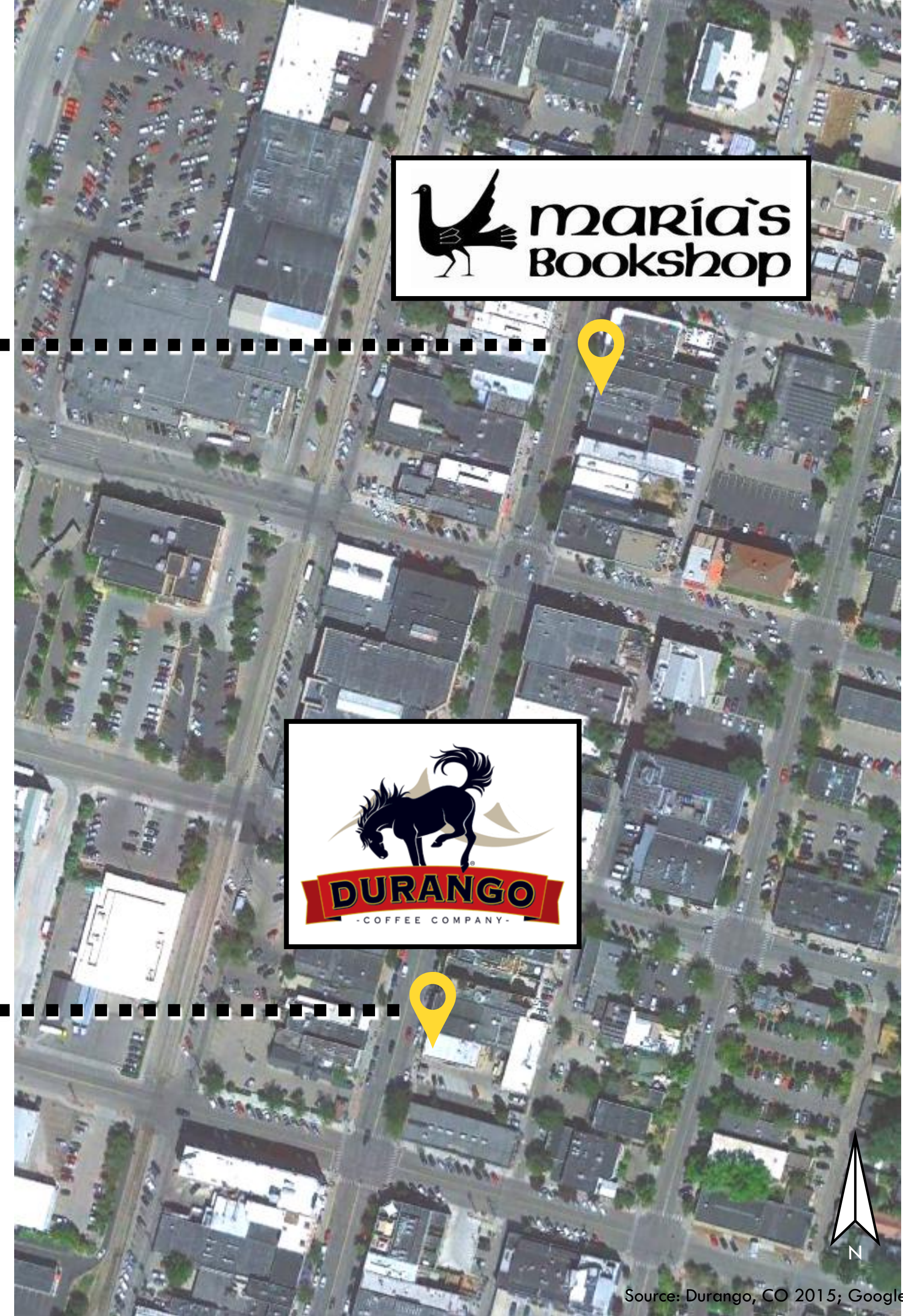
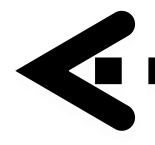


Local Businesses

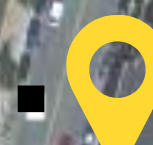
Downtown Durango, CO



Peter Schertz



Tim Wheeler



Comparing Financial Productivity Durango, CO



Walmart



Durango Coffee + Maria's Bookshop

Land Consumed (Acres)

13.4

0.15

County Property Taxes Per Acre

\$1.8K

\$22.7K

City Retail Taxes Per Acre

\$152K

\$556K

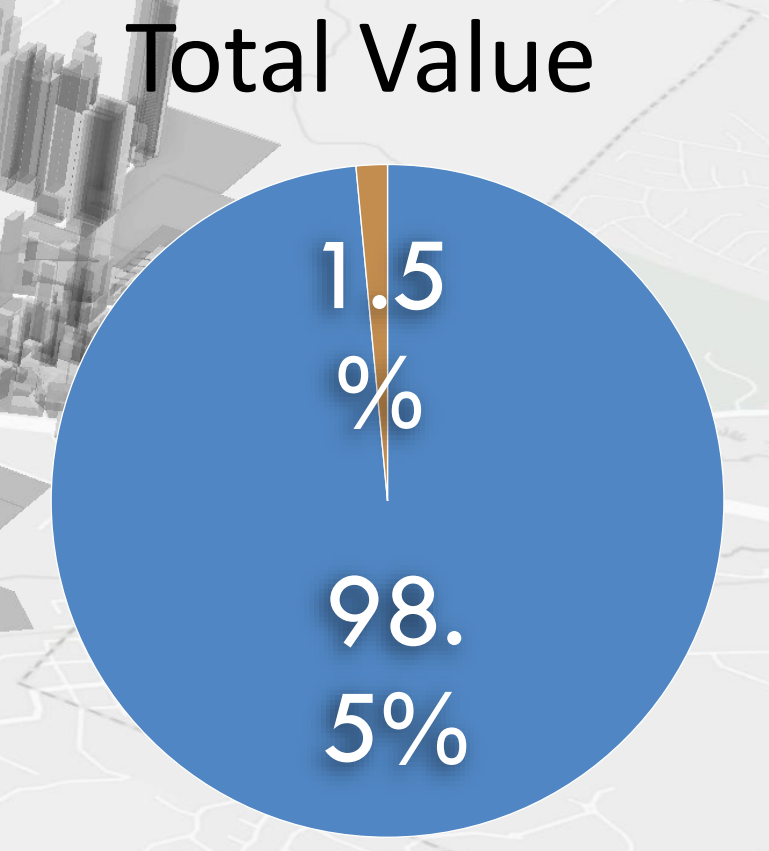
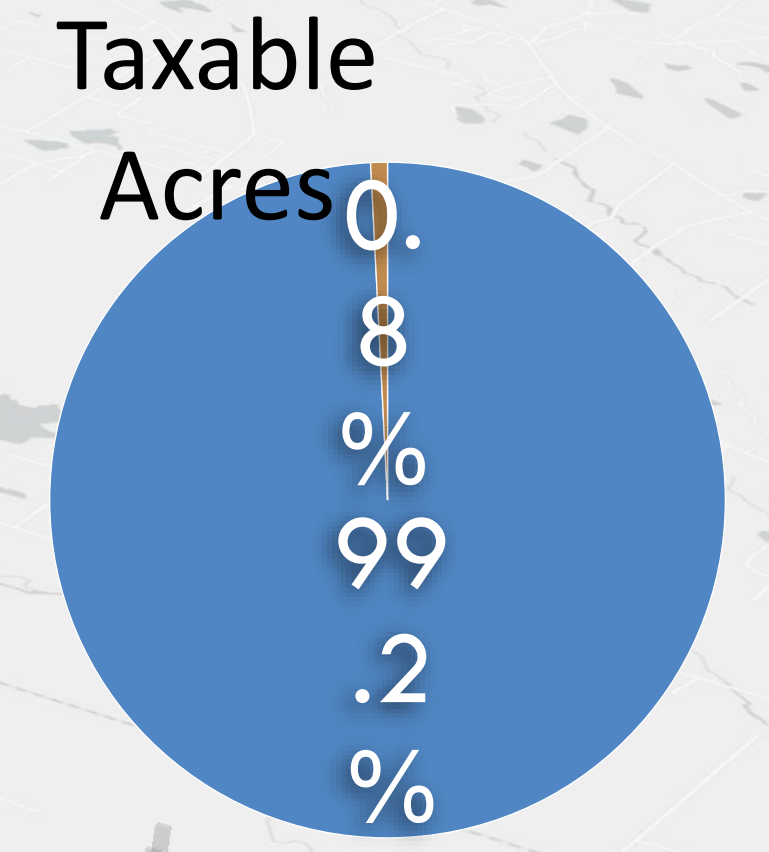
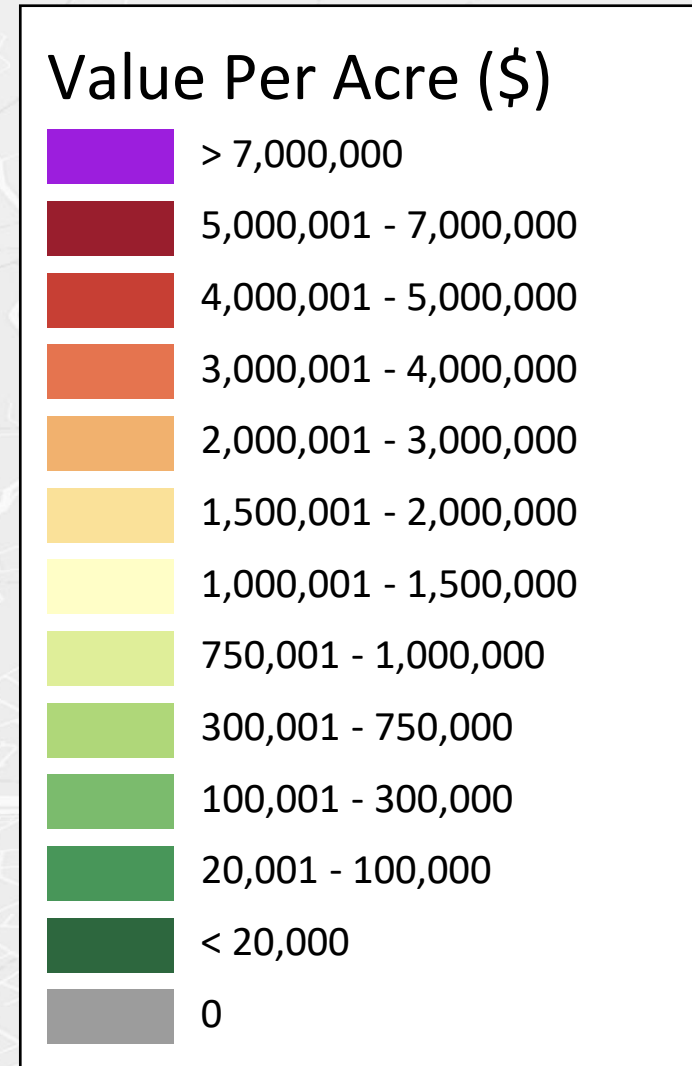
Jobs Per Acre

15

233

Productivity

Main Street to Bryant, AR



1.9x

Heart of Bryant's taxable value is 1.9 times greater than the amount of City area it takes up.

Alcoa Rd

S Alexander Rd

■ City ■ Heart of Bryant



DOWNTOWN



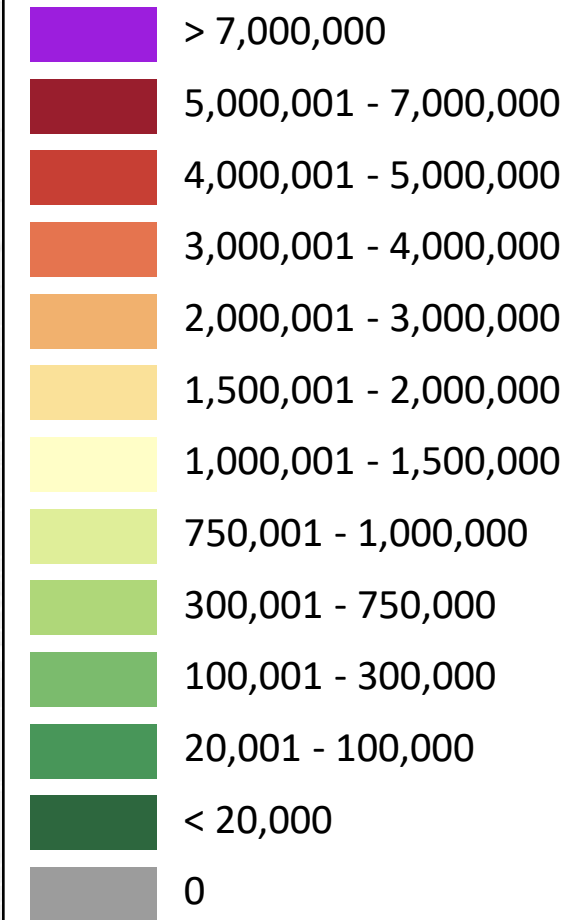
REST OF CITY

SHOOT FOR 6X

Hypothetical Future Productivity

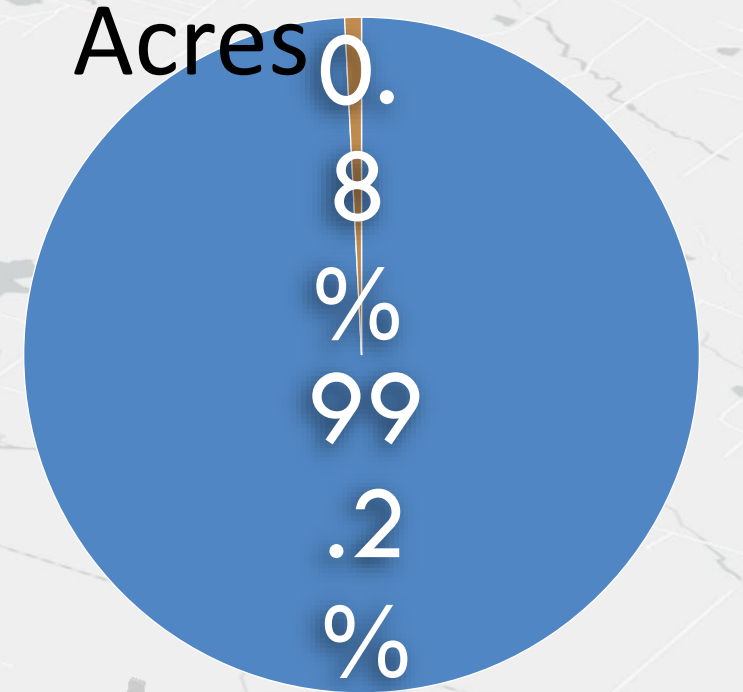
Heart to Bryant, AR

Value Per Acre (\$)

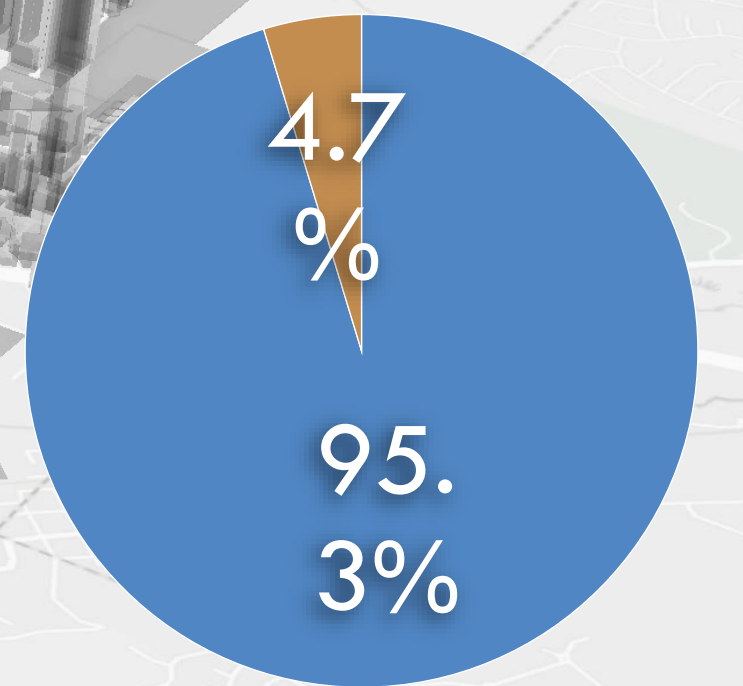


Taxable

Acres



Total Value



■ City ■ Heart of Bryant

6x

Heart of Bryant's taxable value would be 6 times greater than the amount of City area it takes up.

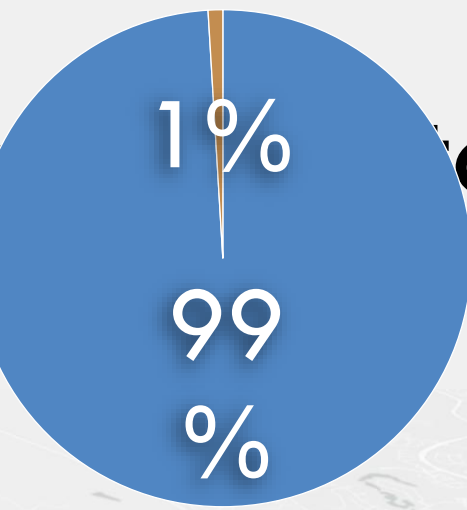
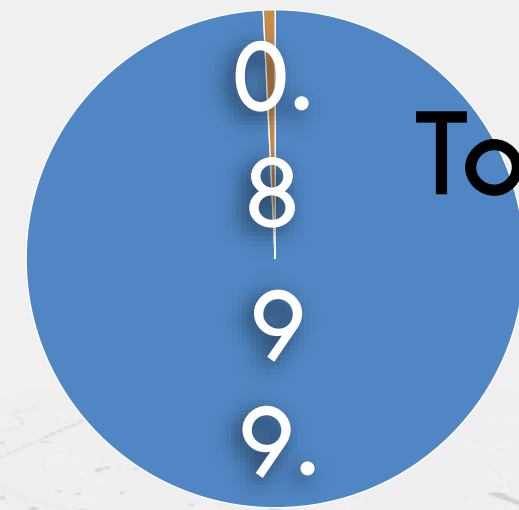


Hypothetical Productivity

Heart of Bryant to Bryant, AR

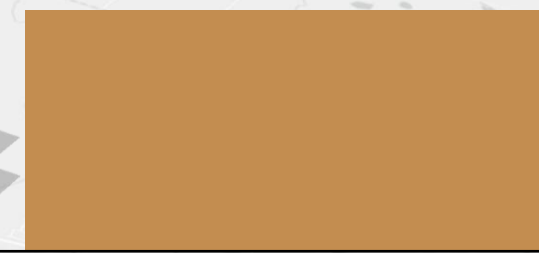
Taxable Acres

Total Value



City Heart of Bryant

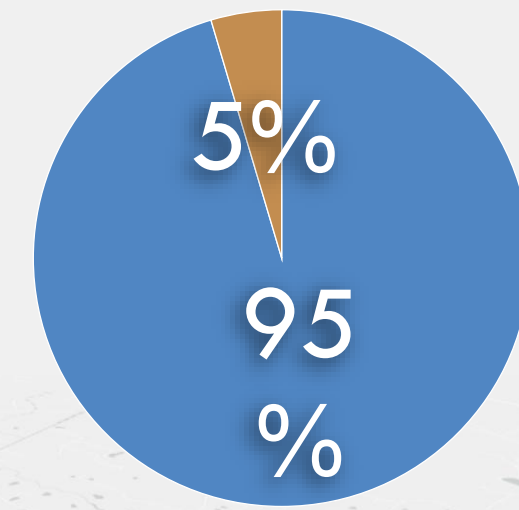
\$31 M



Current

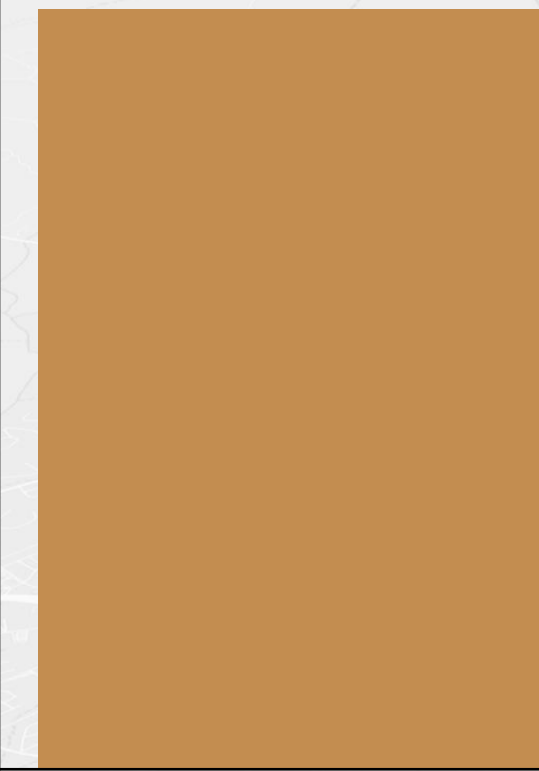
Taxable Acres

Total Value



City Heart of Bryant

\$98 M



Hypothetical

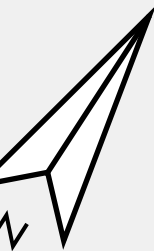
Total Downtown Value

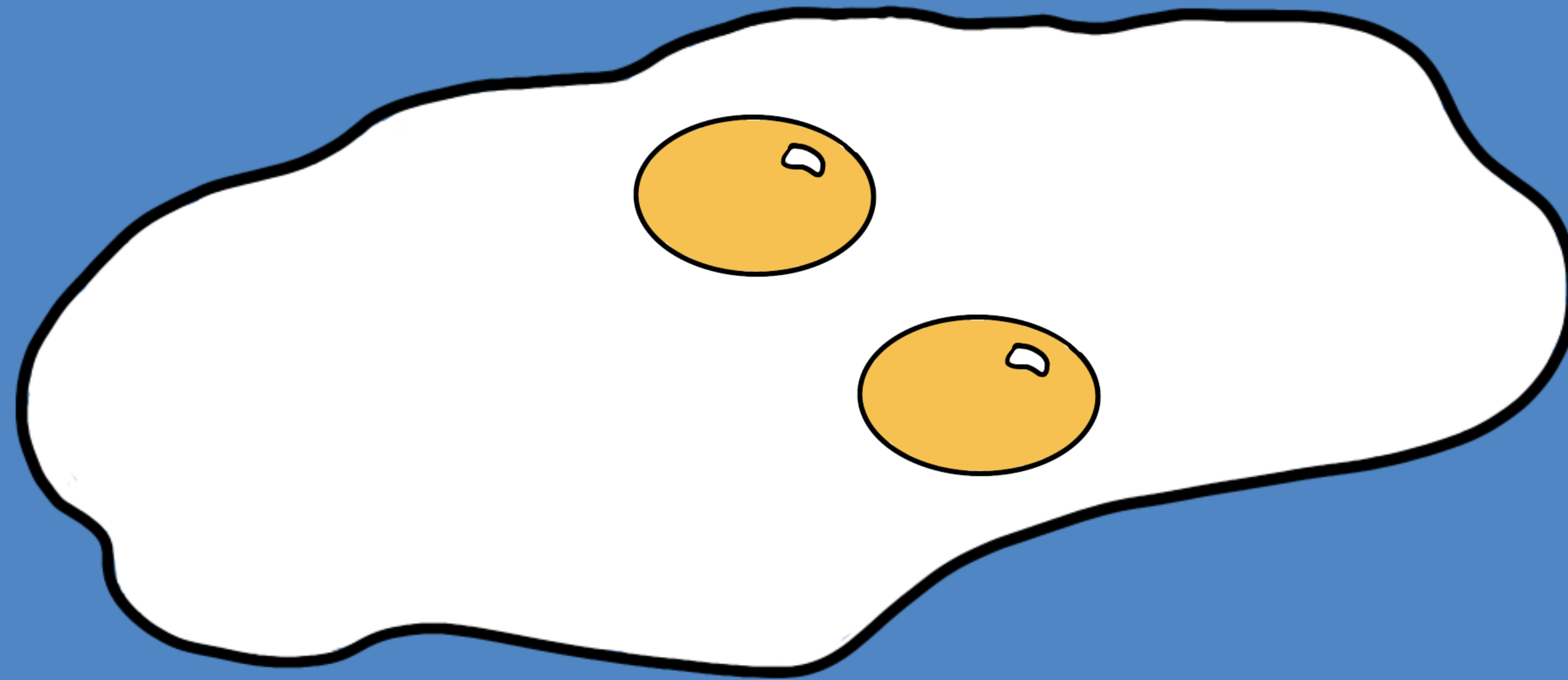
1.9x

Heart of Bryant's taxable value is 1.9 times greater than the amount of City area it takes up.

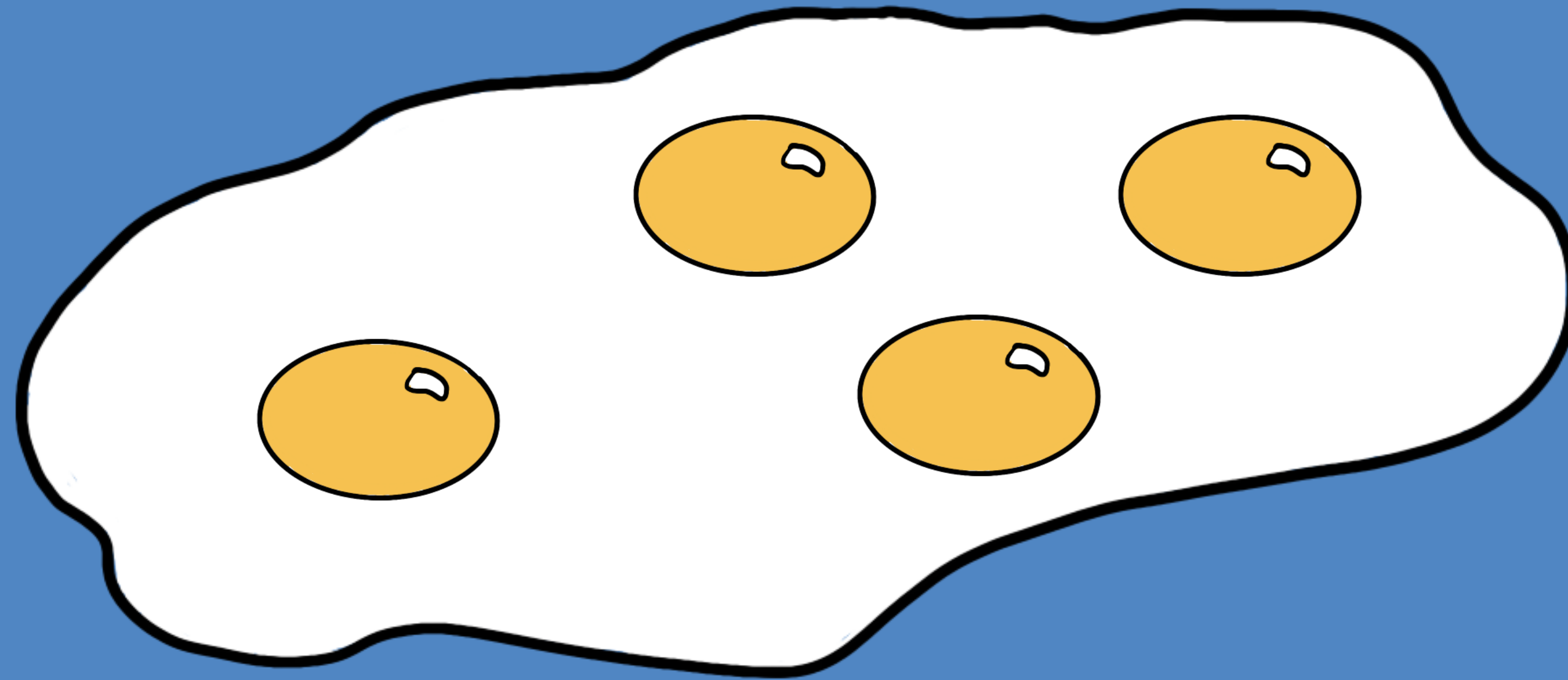
6x

Heart of Bryant if its taxable value were 6 times greater than the amount of City area it takes up.





Current

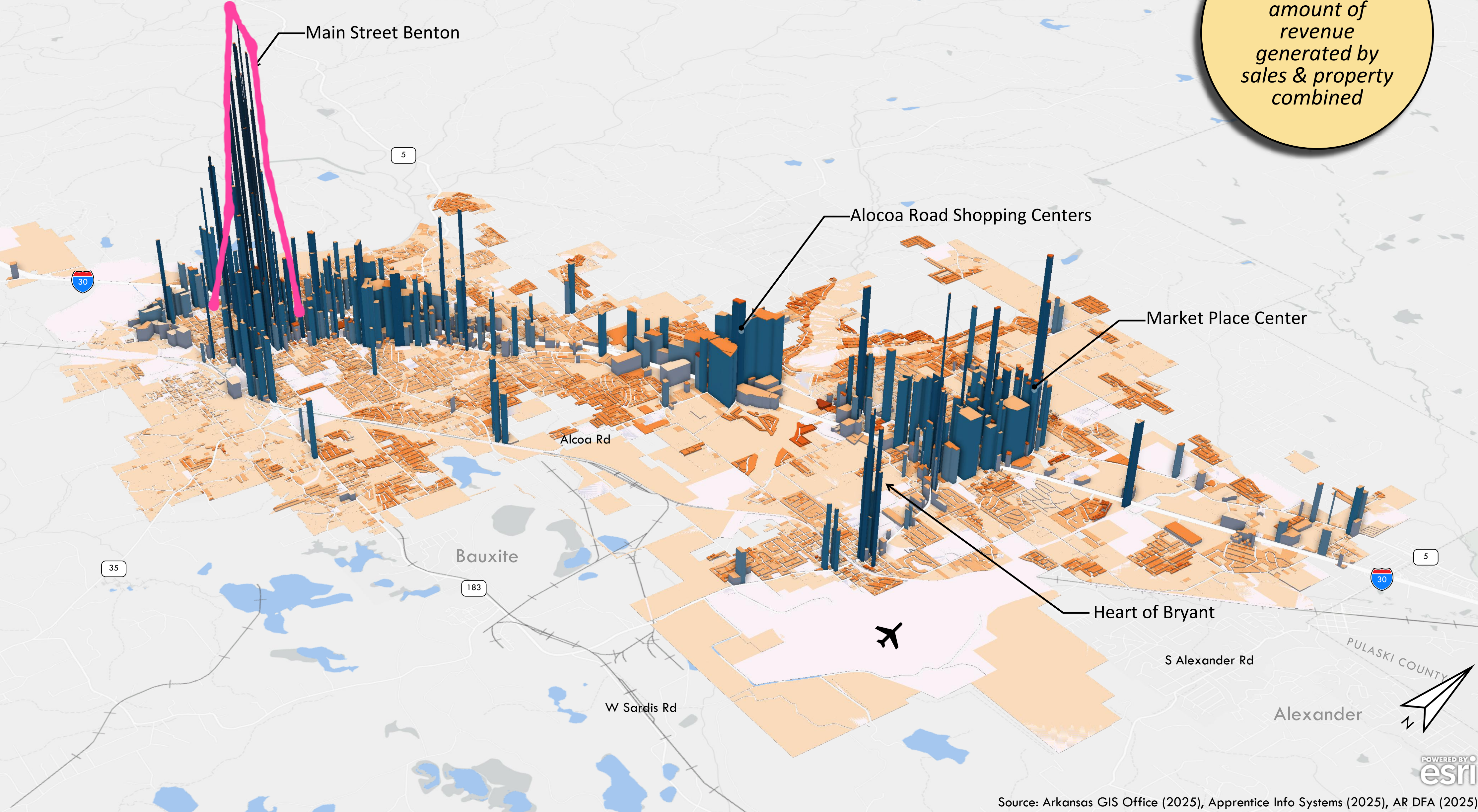
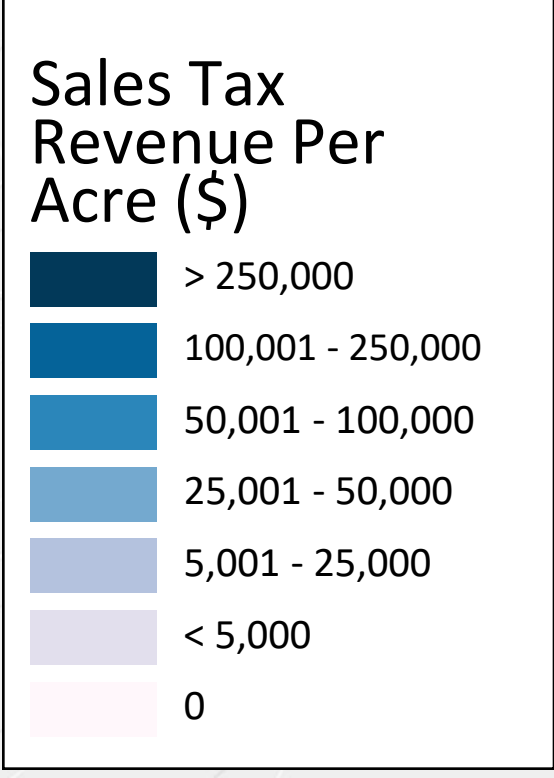
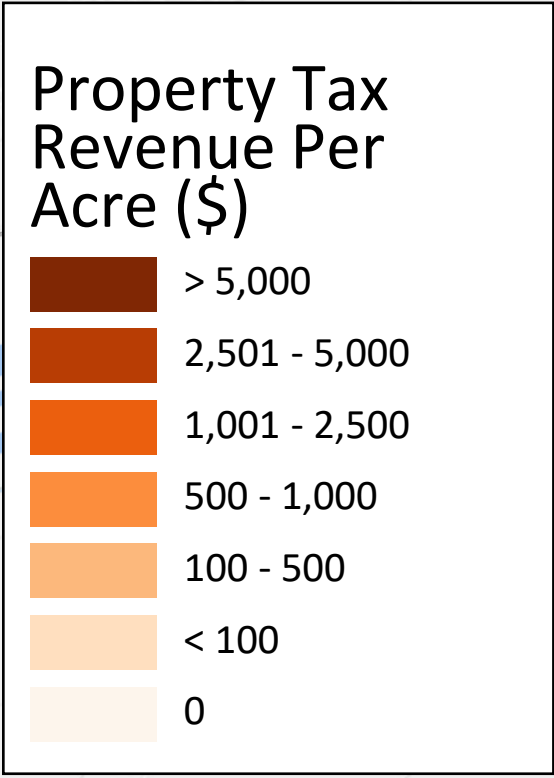


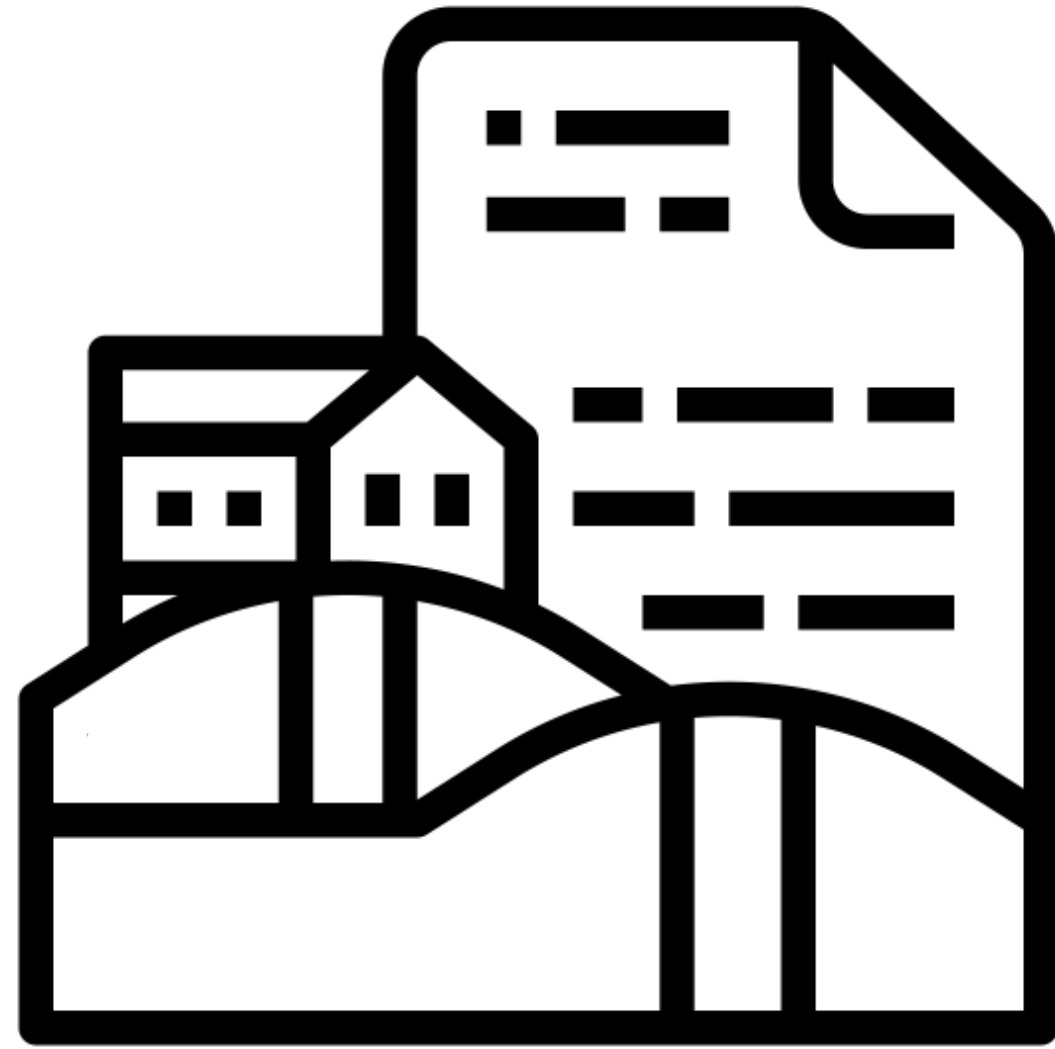
Possible Future

Sales + Property Tax Per Acre

Bryant, AR

3D extrusion is proportional to amount of revenue generated by sales & property combined





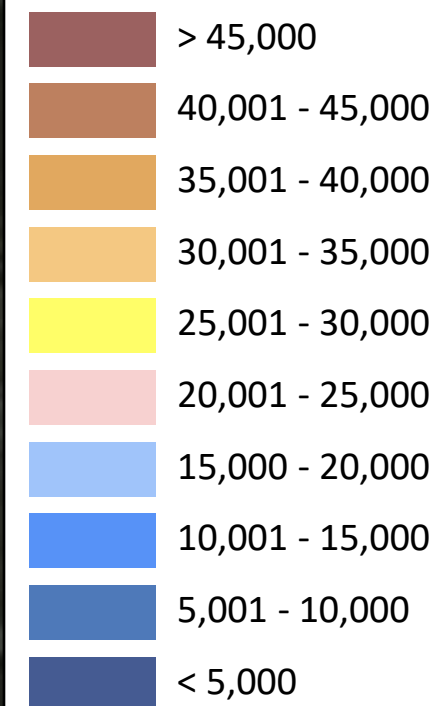
Land Value Per Acre

The Economics of Land Use

Land Value Per Acre

Cheyenne, WY

Land Value Per Acre (\$)



FAIR+EQUITABLE

AUGUST 2019 | VOLUME 17 | NUMBER 7

A publication of IAAO on appraisal and appraisal management, within the property assessment industry.

DON'T CUT ME OFF!

USING POST-VALUATION DATE EVIDENCE IN APPRAISALS | 8

INSIDE

IAAO CONFERENCE SESSION HIGHLIGHTS
Available session topics are vast and wide for 2019. | 17

HIGHEST AND BEST USE
TEGoVA extends Highest and Best Use value to encompass Hope Value | 28

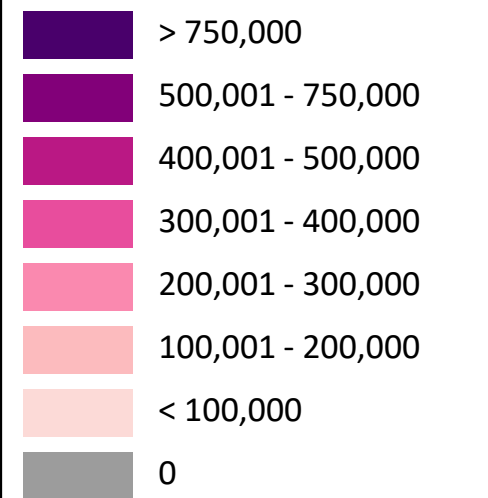
International Association of Assessing Officers Curriculum Training



Land Value Per Acre

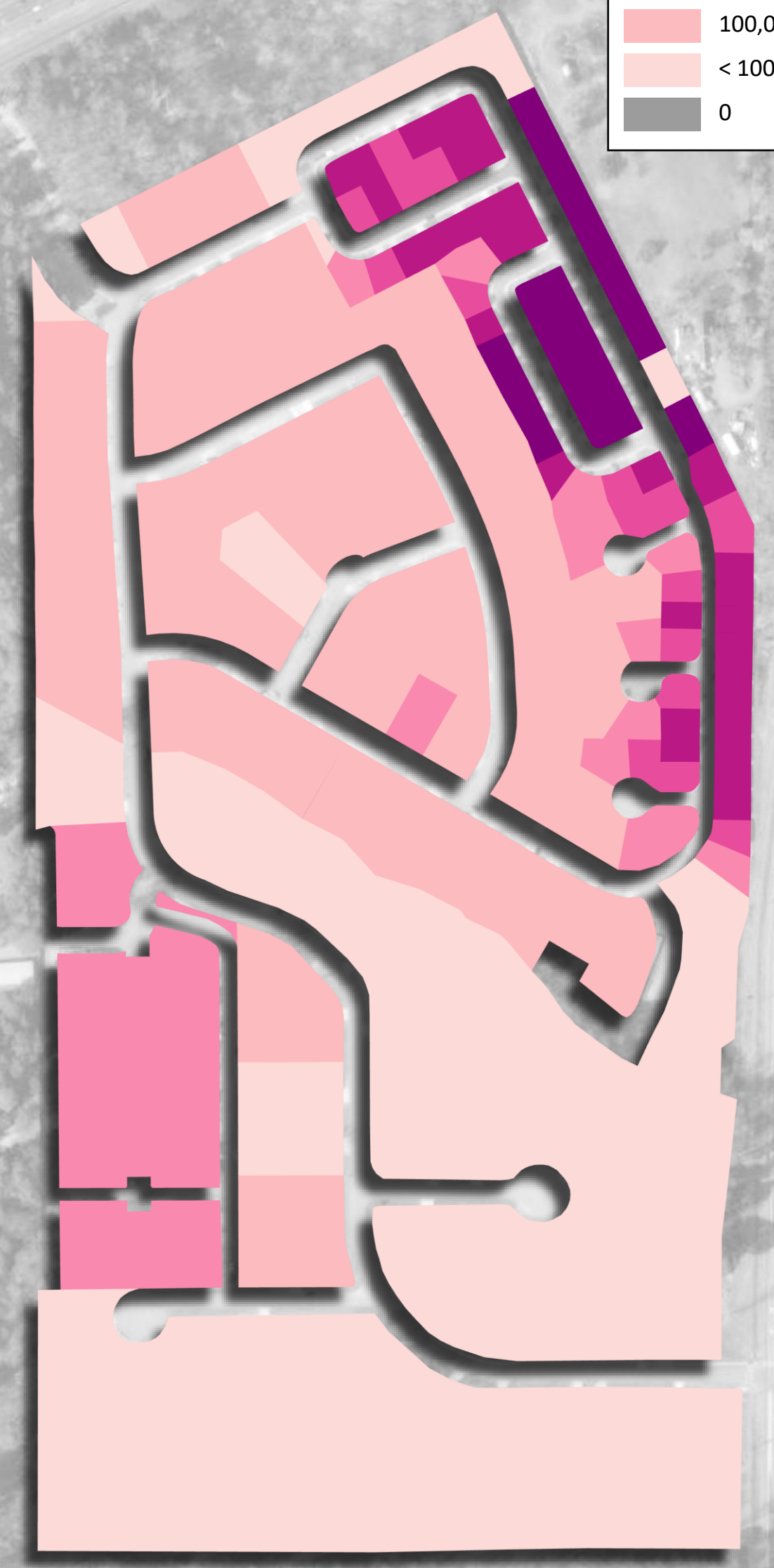
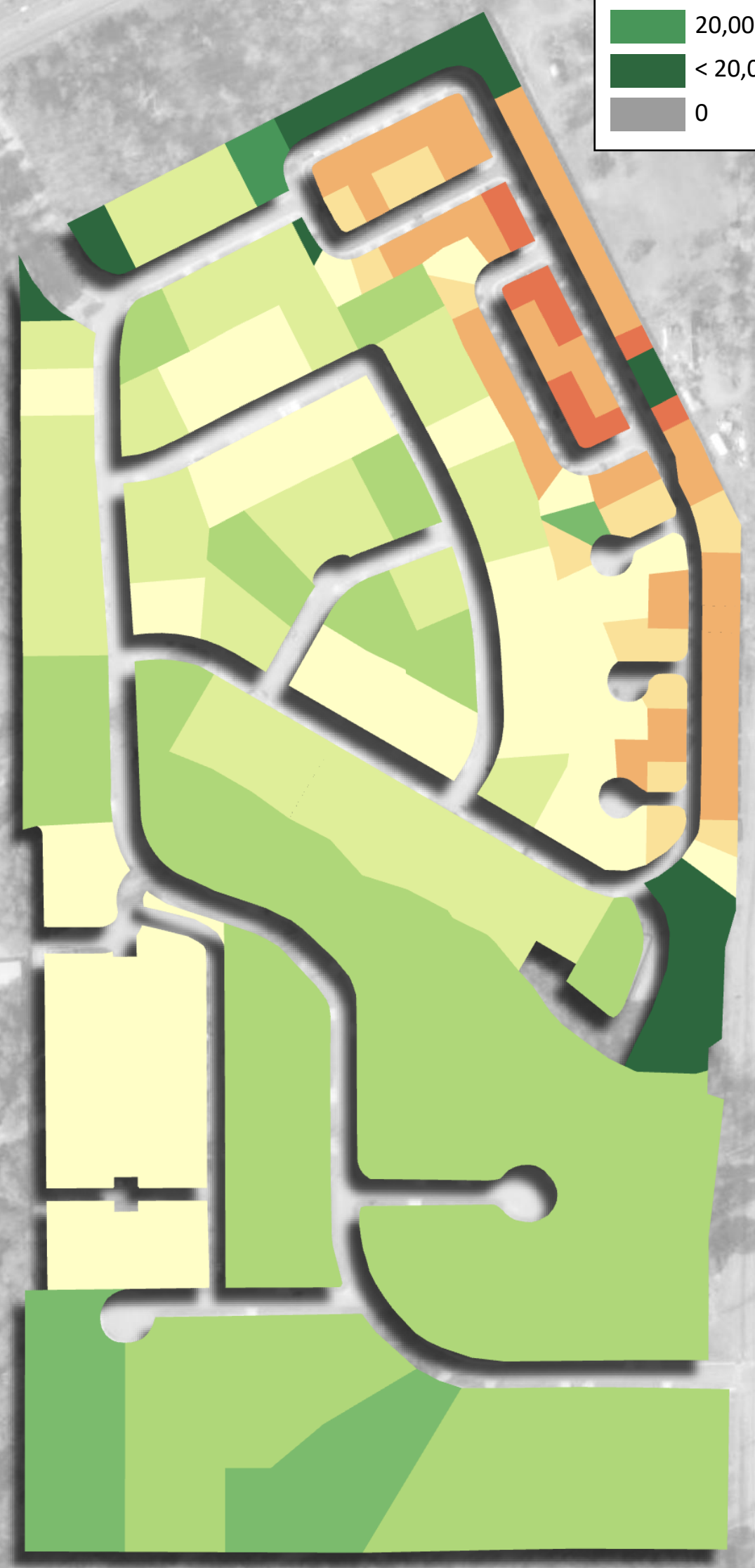
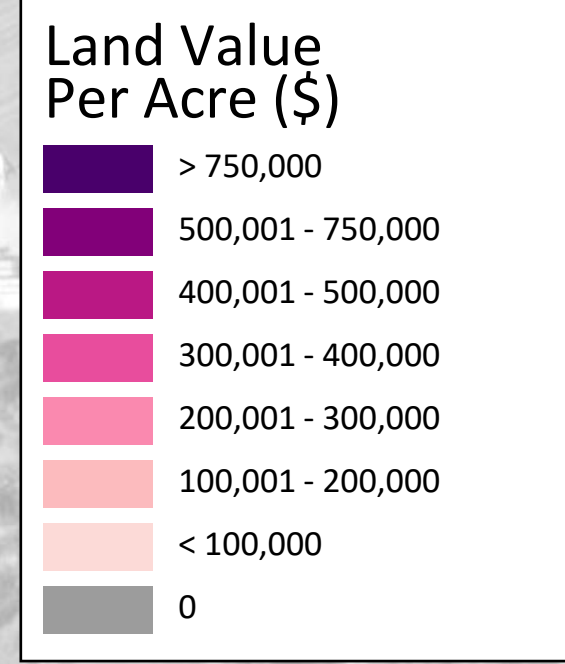
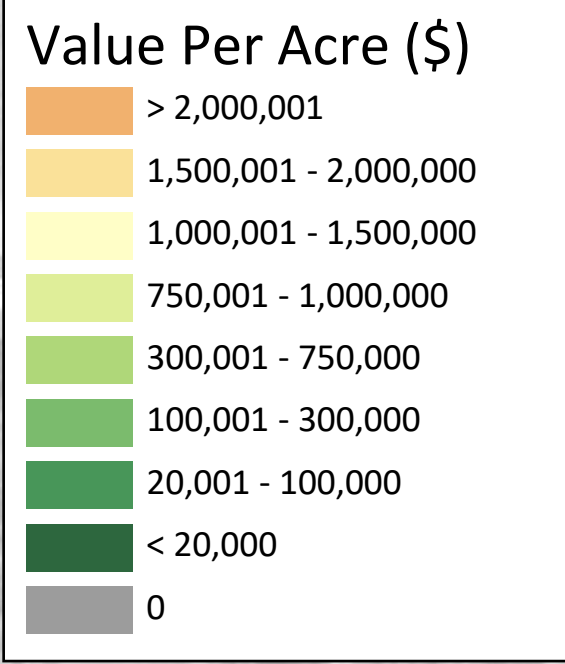
Bryant, AR

Land Value Per Acre (\$)



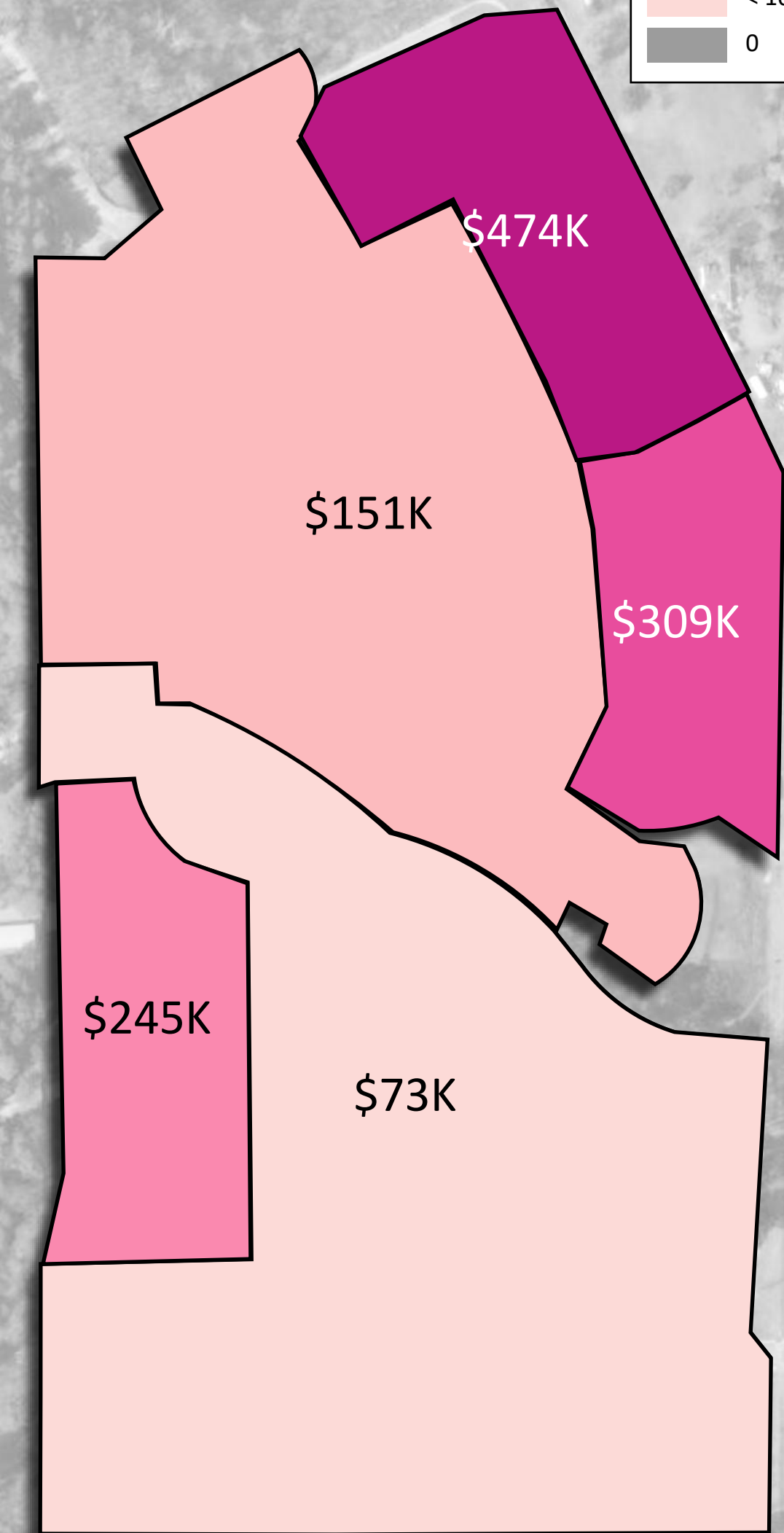
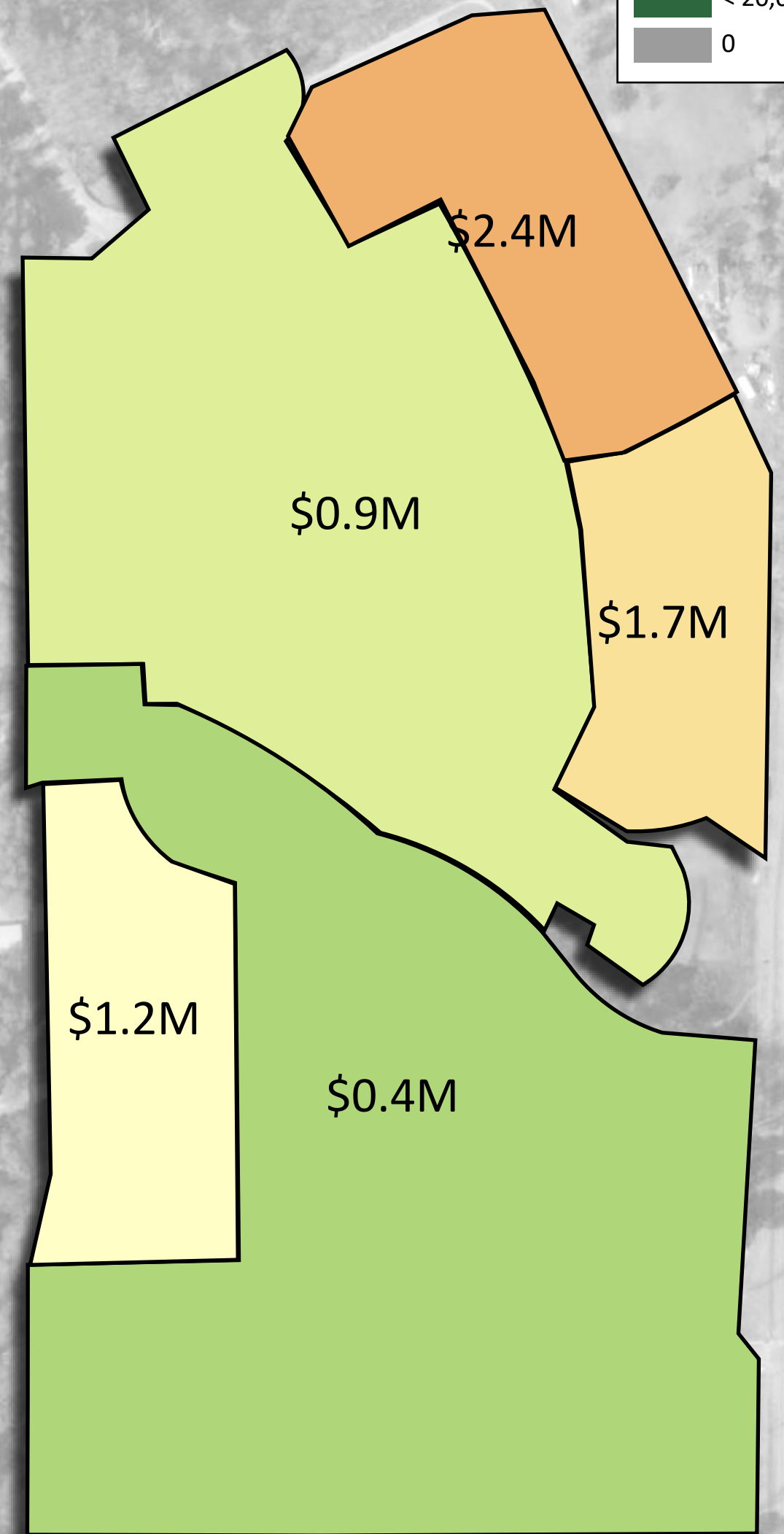
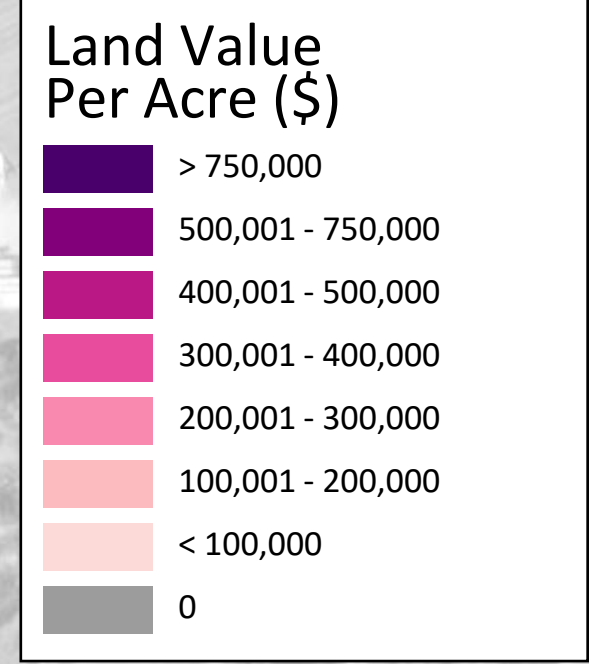
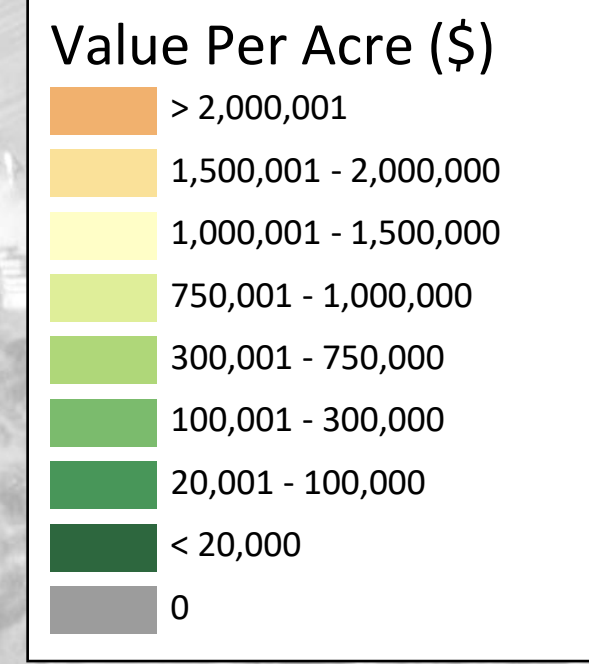
Comparison of Residential VPA and Land VPA

Andres Place Neighborhood, Bryant, AR



Comparison of Residential VPA and Land VPA

Andres Place Neighborhood, Bryant, AR



Comparison of Residential VPA and Land VPA

Andres Place Neighborhood, Bryant, AR

Zoning

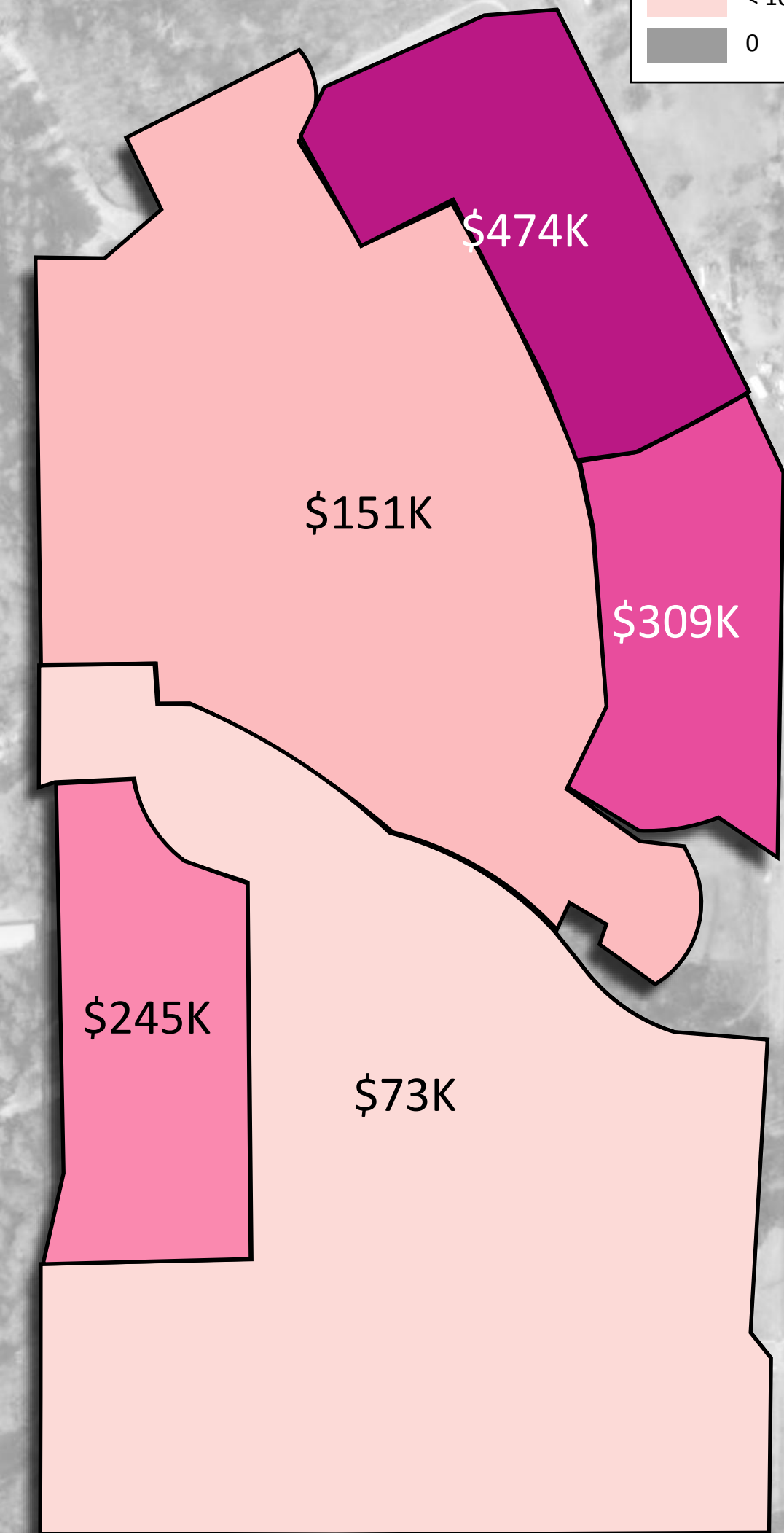
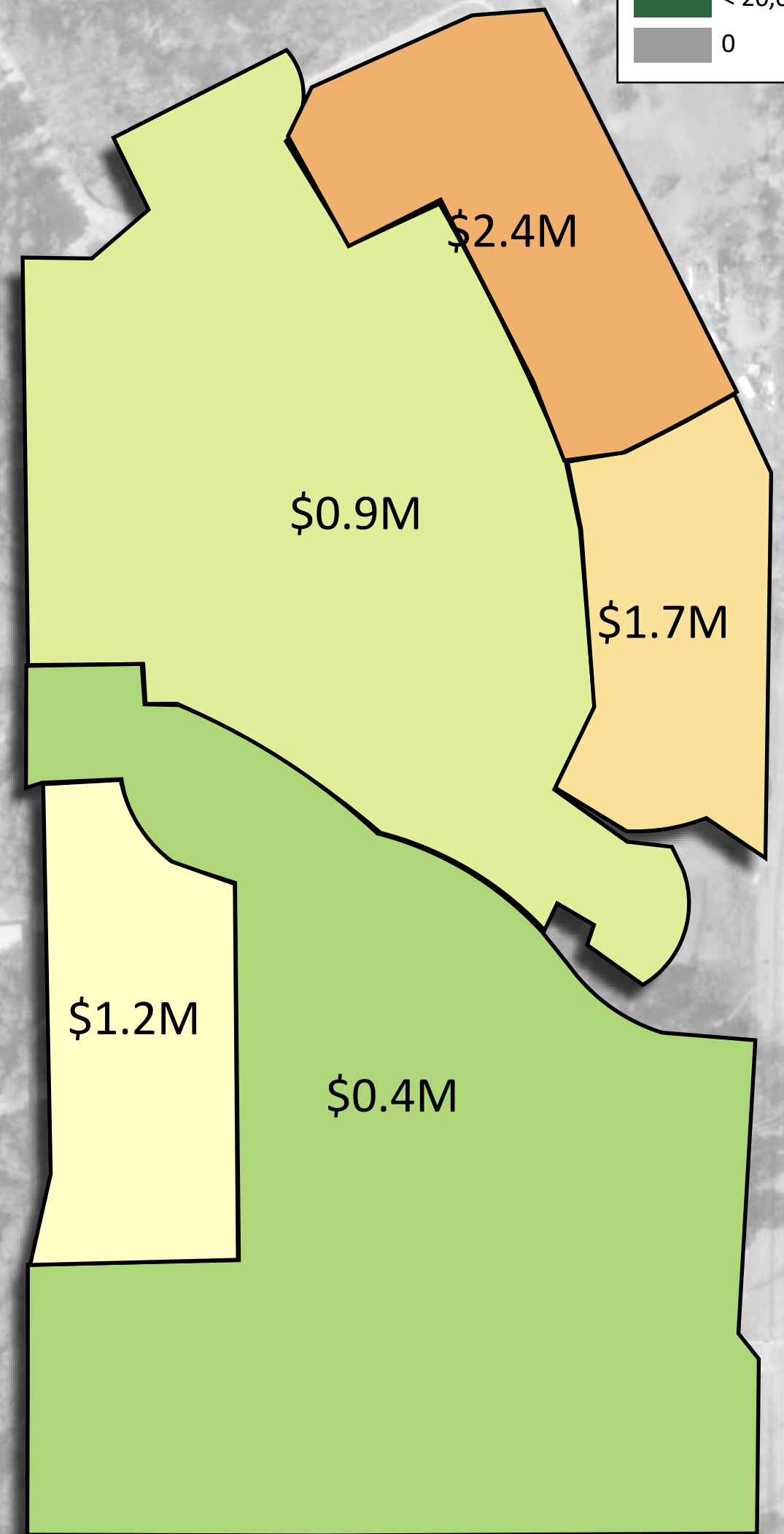
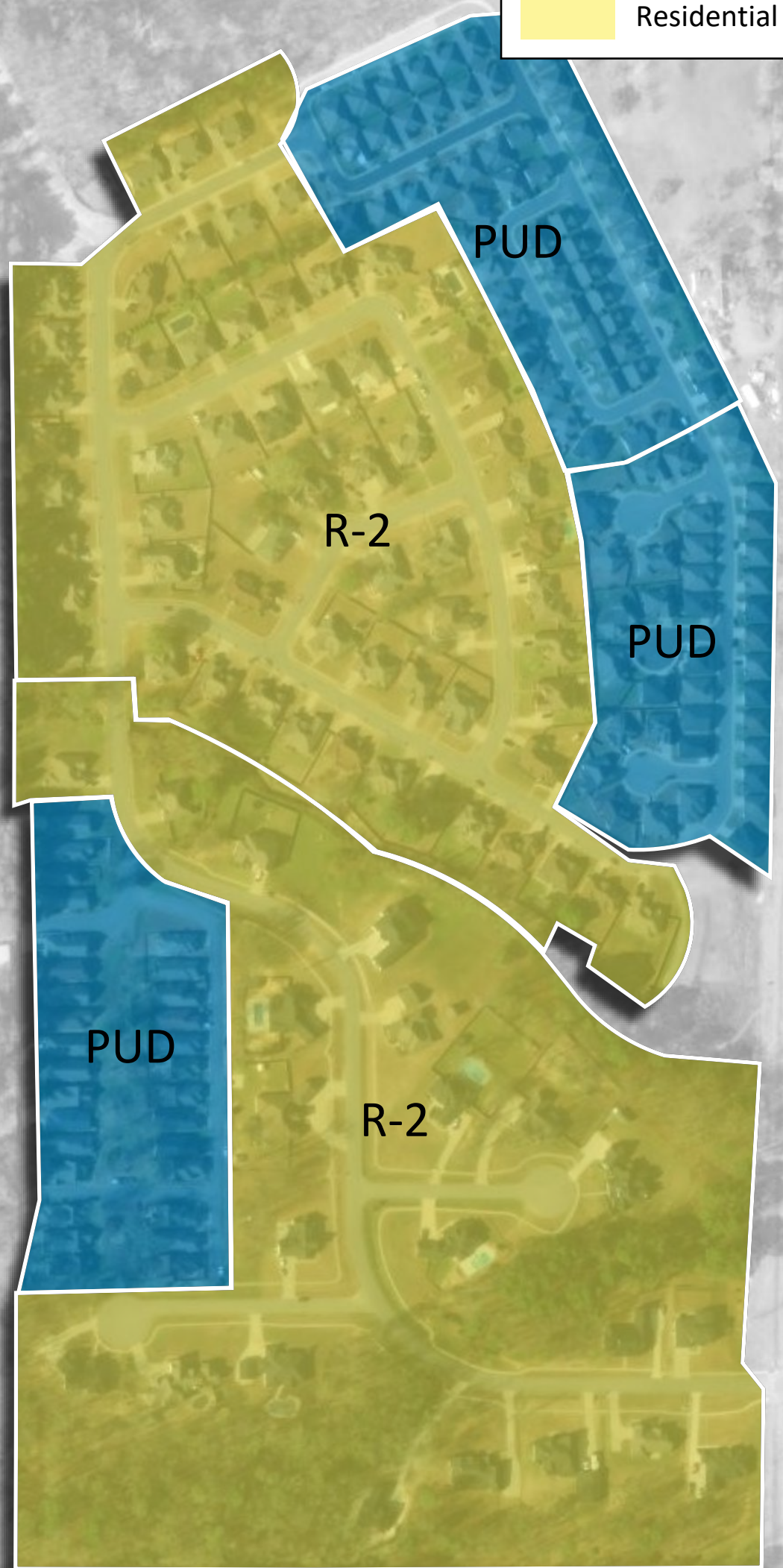
- Planned Unit Development
- Residential District 2

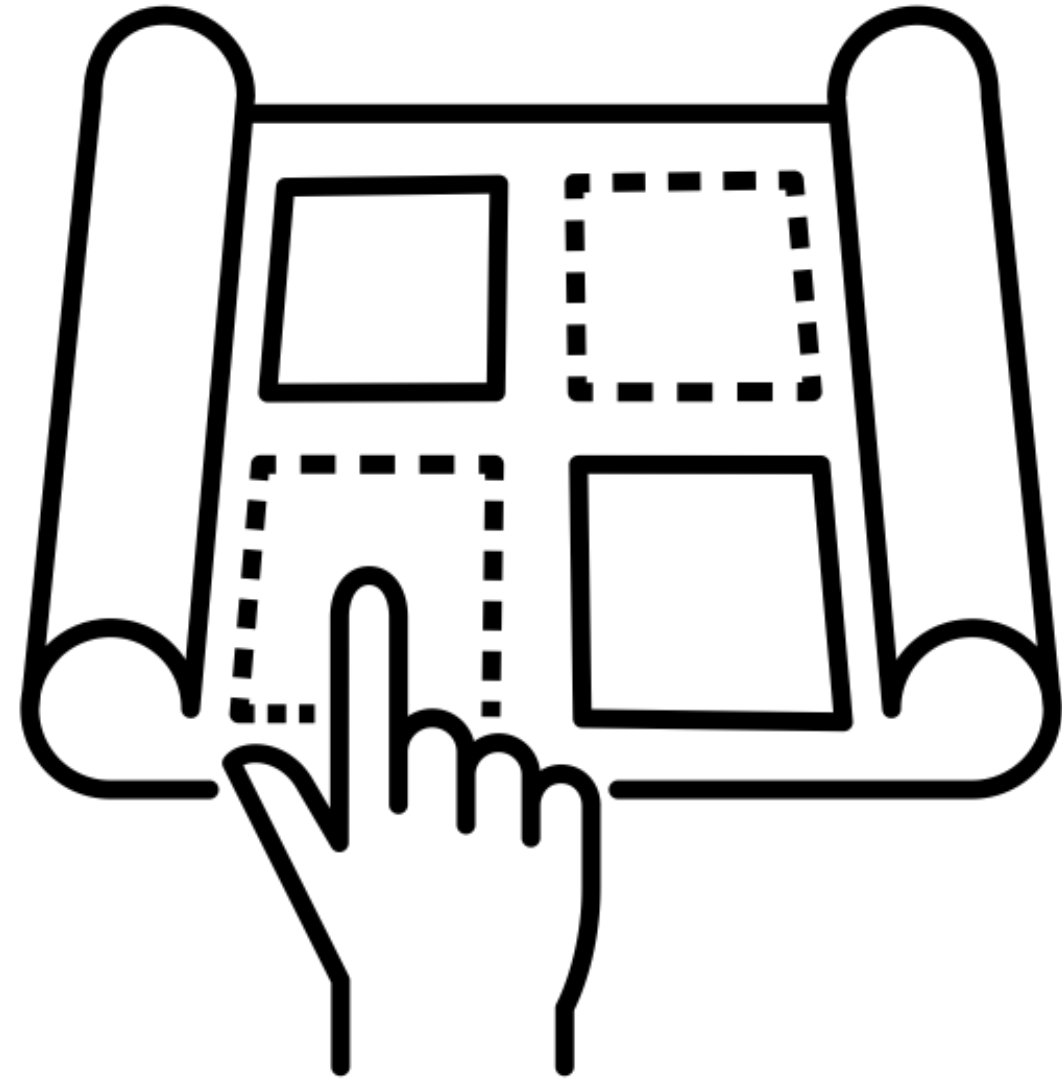
Value Per Acre (\$)

- > 2,000,001
- 1,500,001 - 2,000,000
- 1,000,001 - 1,500,000
- 750,001 - 1,000,000
- 300,001 - 750,000
- 100,001 - 300,000
- 20,001 - 100,000
- < 20,000
- 0

Land Value Per Acre (\$)

- > 750,000
- 500,001 - 750,000
- 400,001 - 500,000
- 300,001 - 400,000
- 200,001 - 300,000
- 100,001 - 200,000
- < 100,000
- 0





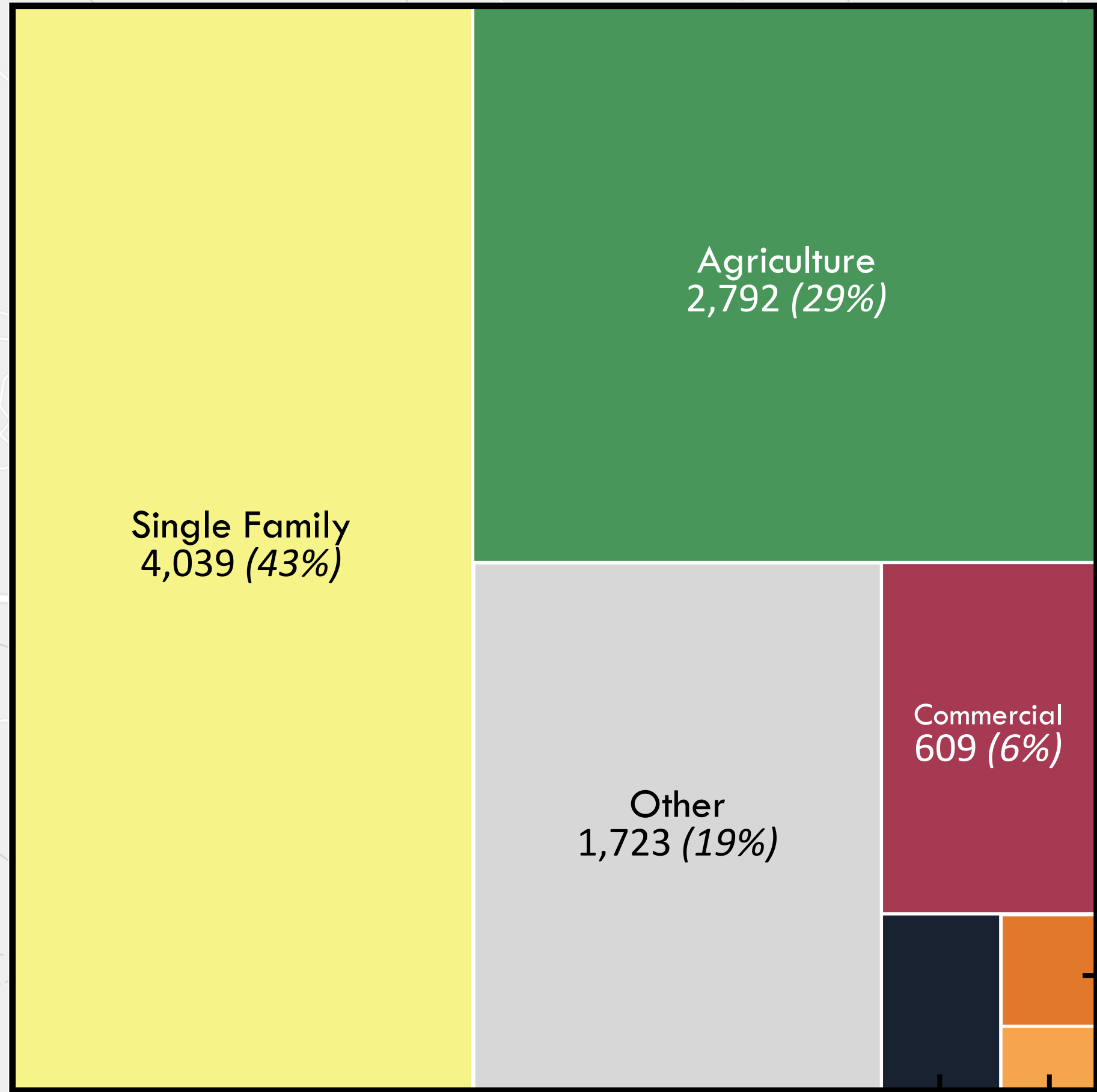
Land Use

How Land Use Relates to Fiscal Productivity

Land Use

Bryant, AR

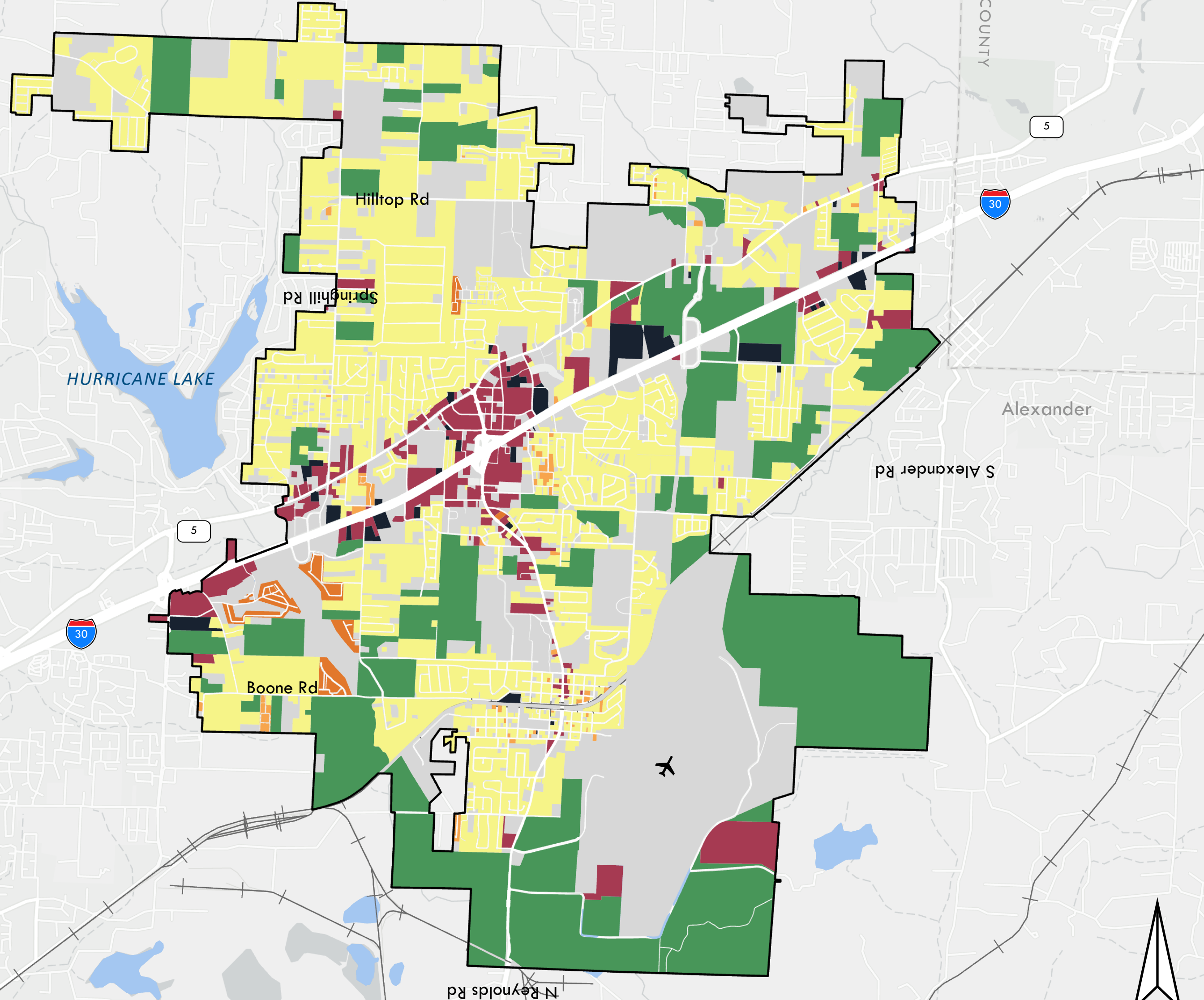
9,474 Acres



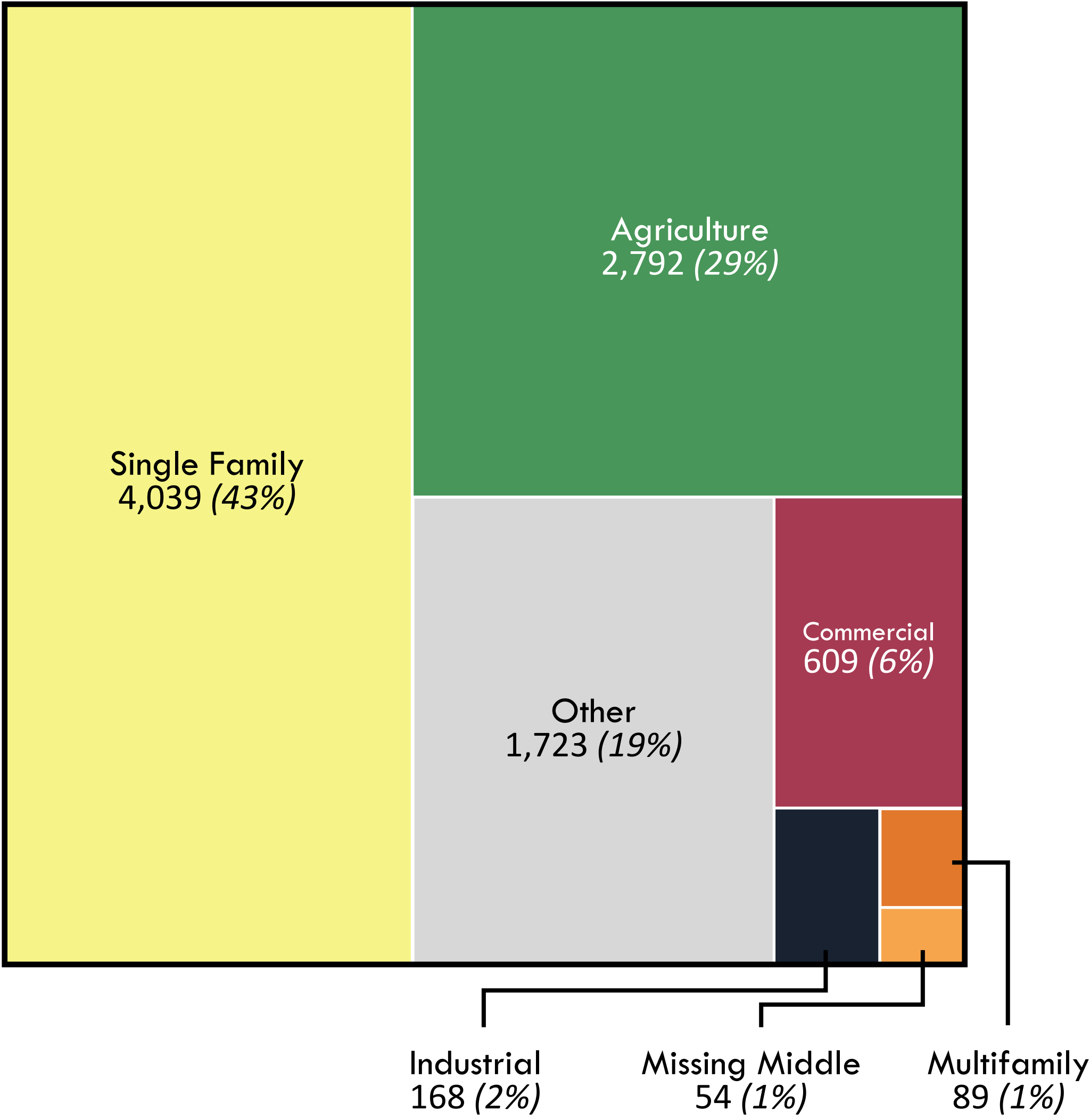
Industrial
168 (2%)

Missing Middle
54 (1%)

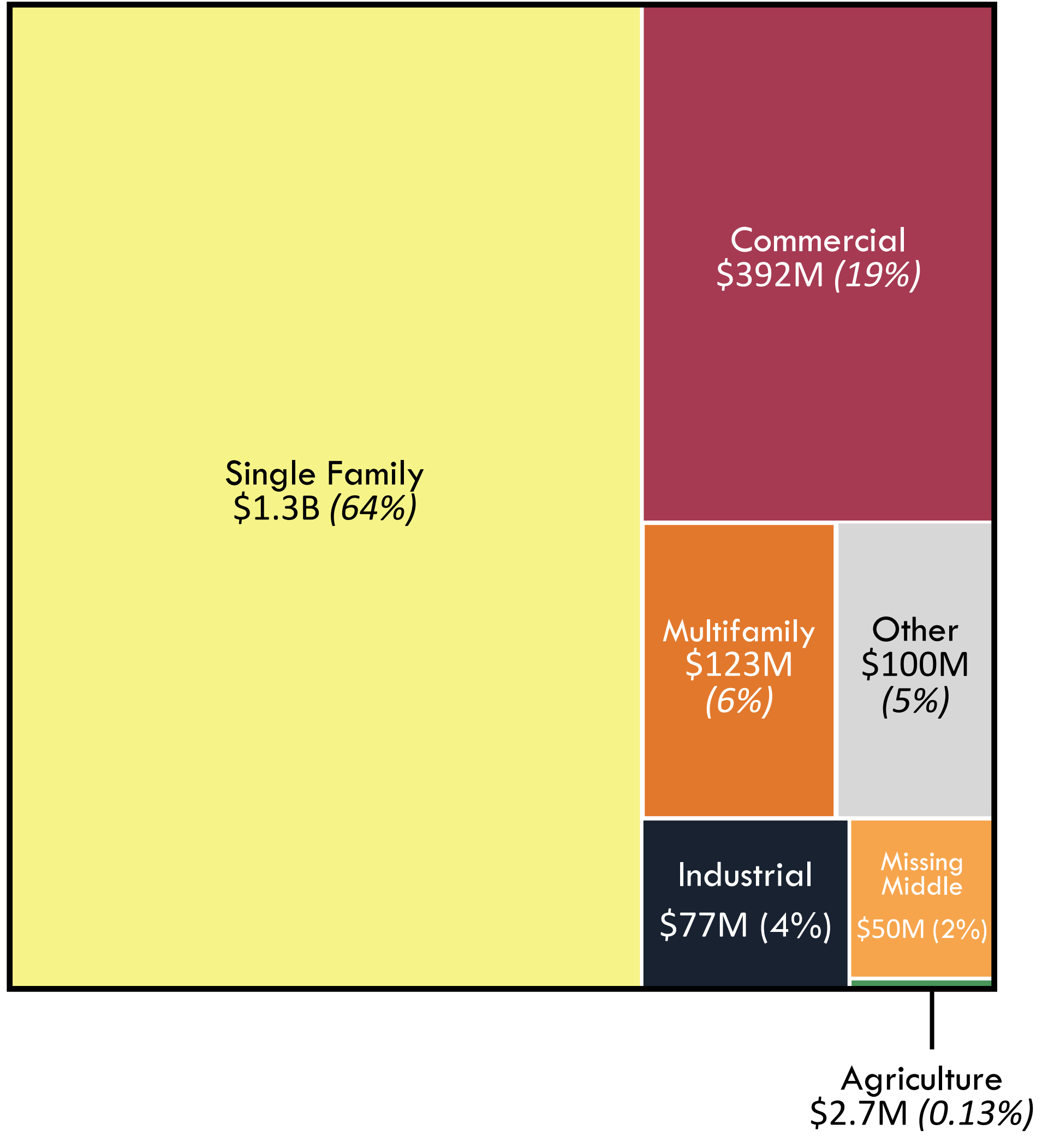
Multifamily
89 (1%)



9,474 Acres



\$2B Value



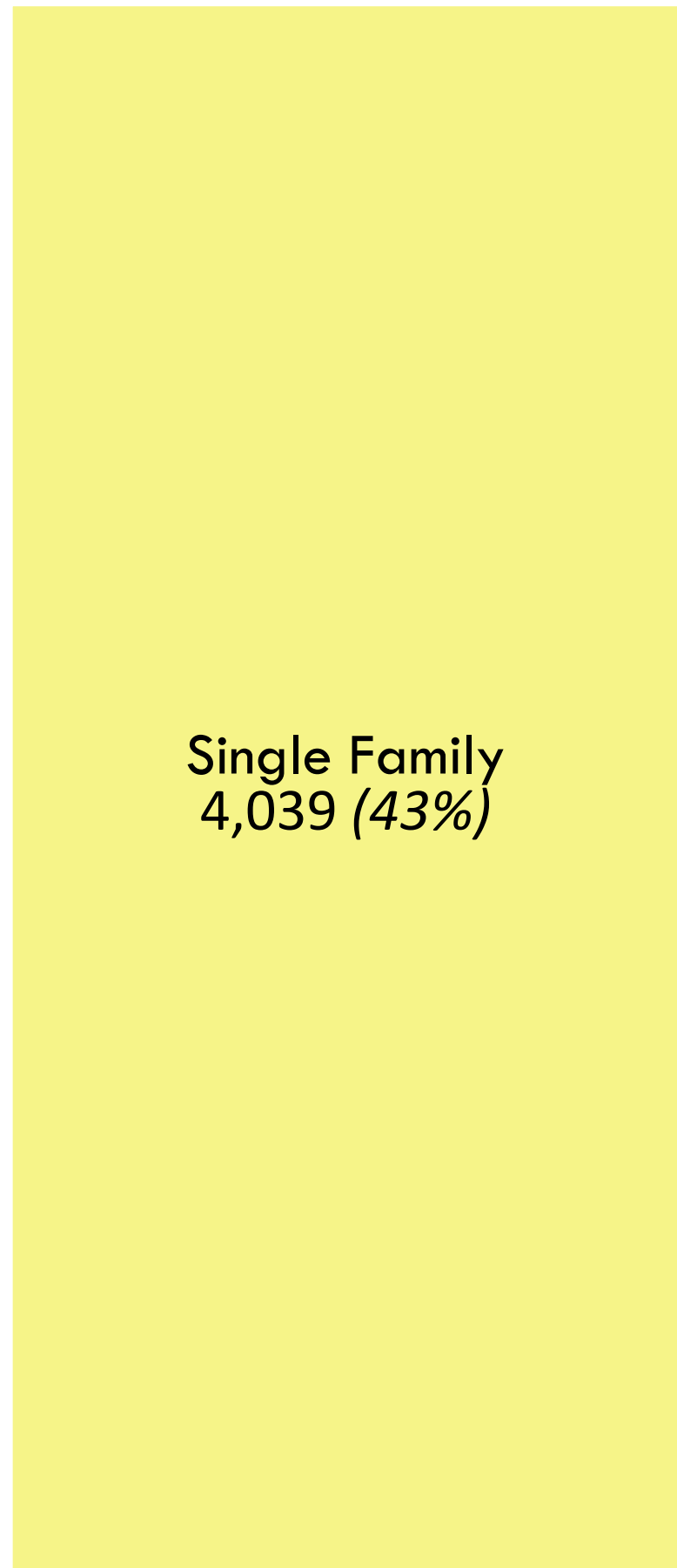
Source: Arkansas GIS Office (2025), Apprentice Info Systems (2025)

Residential Land Use vs. Land Value

Bryant, AR



Acres



Value



1.51x

Missing Middle
54 (1%)



4.15x

Missing Middle
\$50M (2%)

Multifamily
89 (1%)



6.30x

Multifamily
\$123M (6%)



Land Use Liability Evaluation

Infrastructure and Revenue Implications

Assets

According to the Municipal Finance Standards (CAFR)



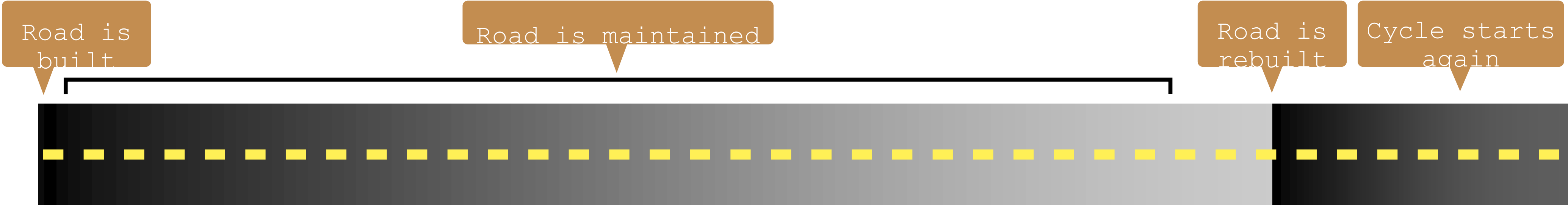
Liabilities



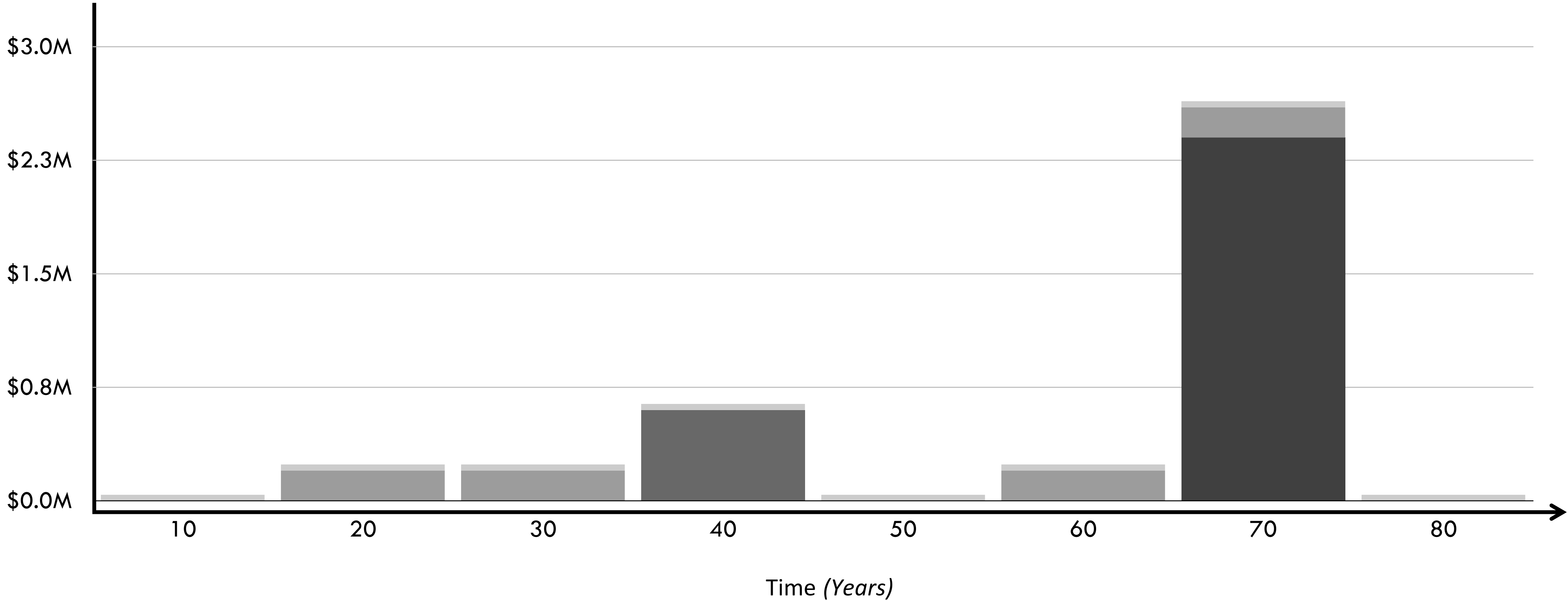
What Happens to a Road Over Time?

Bryant, AR

- Preventative
- Resurfacing
- Rehabilitation
- Reconstruction



Cost
(per Lane Mile)





A ROAD IS FOREVER

Asset Management

+\$ \$\$

+\$ \$\$

+\$ \$\$

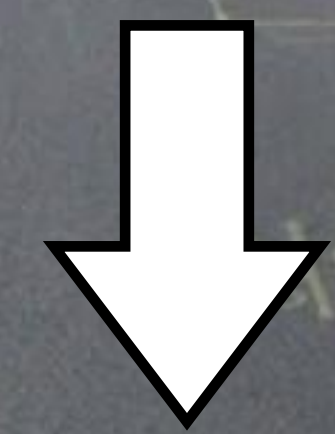
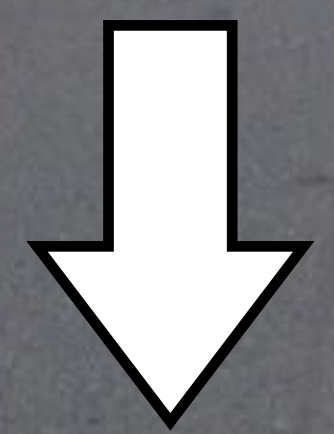
+\$ \$\$

+\$ \$\$

+\$ \$\$

-\$

-\$



Asset Management

+\$

+\$



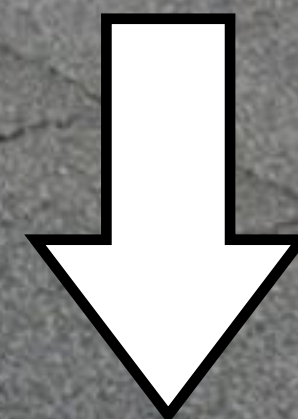
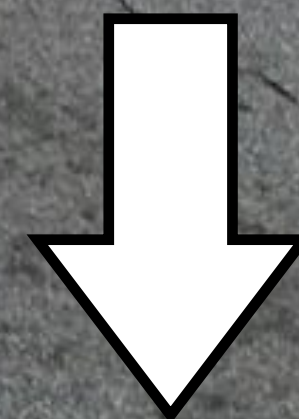
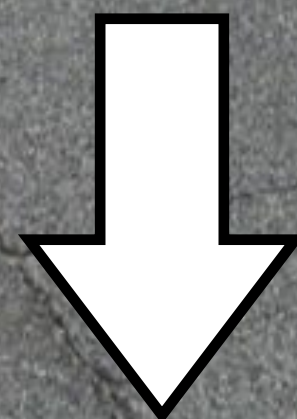
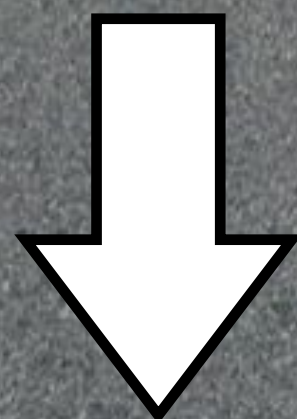
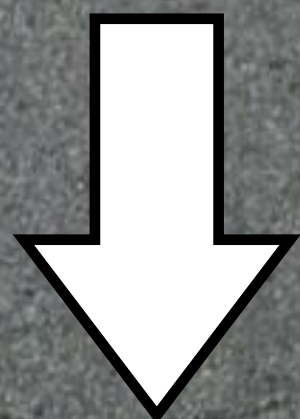
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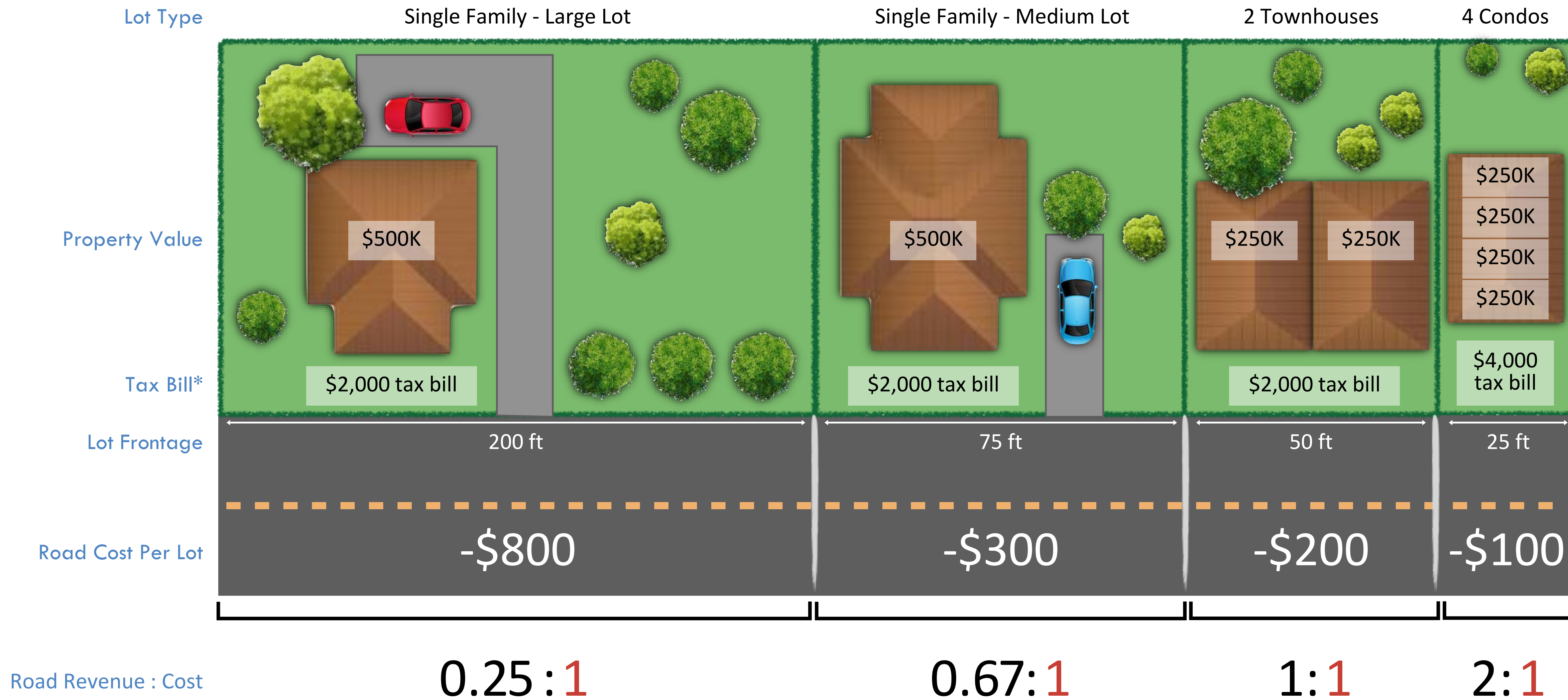
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-\$



Road Lifecycle Cost Per Development Pattern

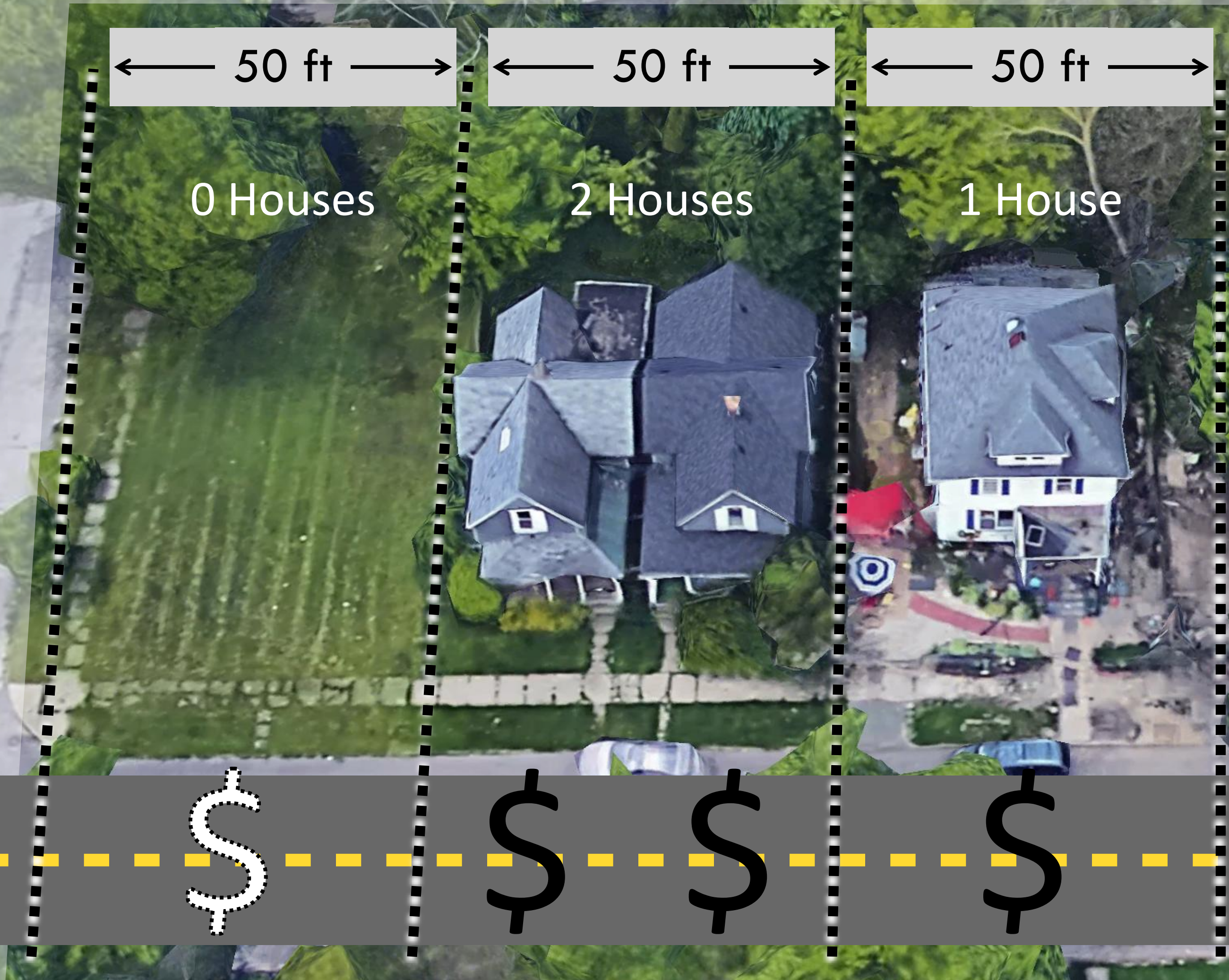
Anywhere, USA



*Assumed that 10% of tax bill goes towards roads.

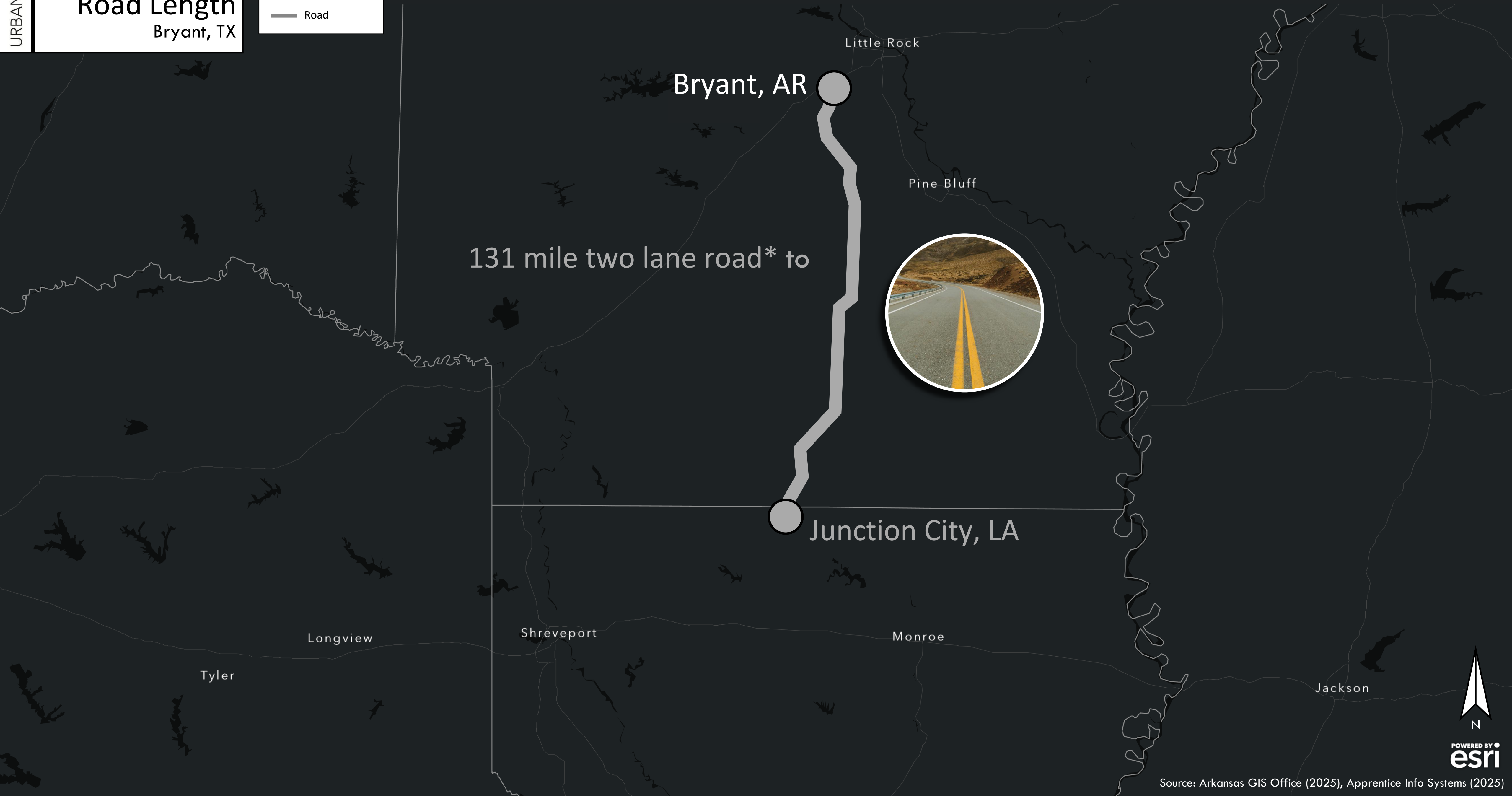
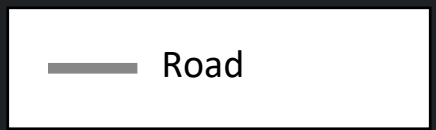
Note: Road lifecycle cost is approximately \$1M per lane mile. Accounts for annual maintenance, rehabilitation, and eventual reconstruction over one useful lifecycle. Source: Urban3

Same Lot Frontage — Different Tax Revenues!



Road Length

Bryant, TX



131 mile two lane road* to

Bryant, AR

Junction City, LA

Little Rock

Pine Bluff

Longview

Shreveport

Monroe

Tyler

Jackson

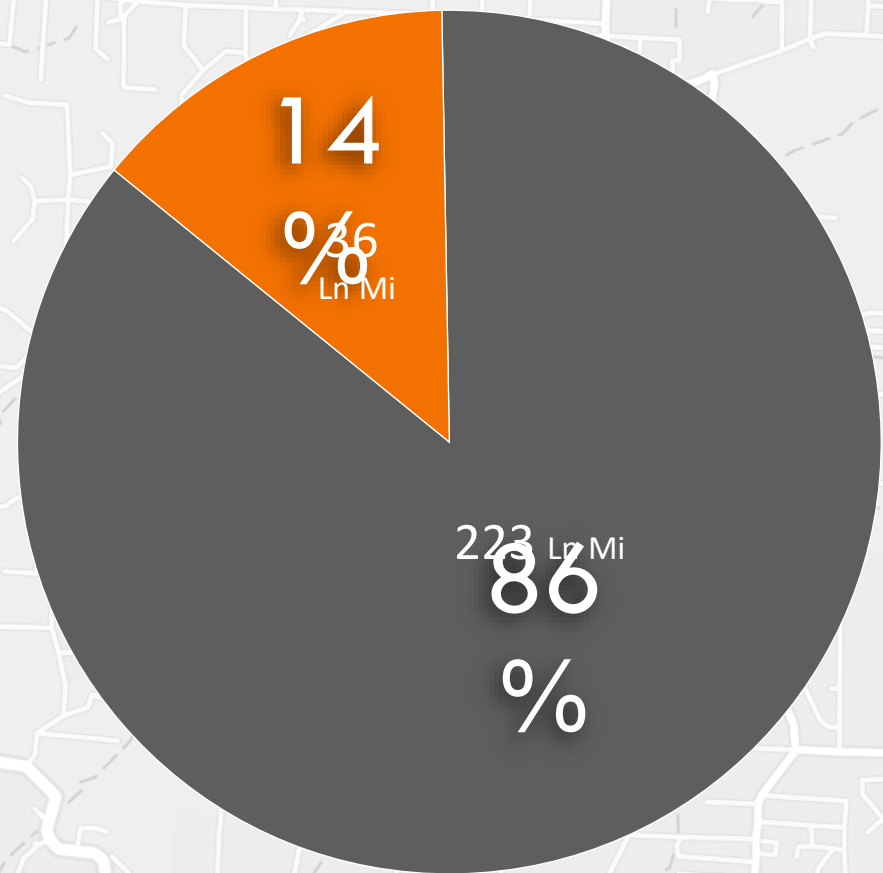


Dead End Analysis

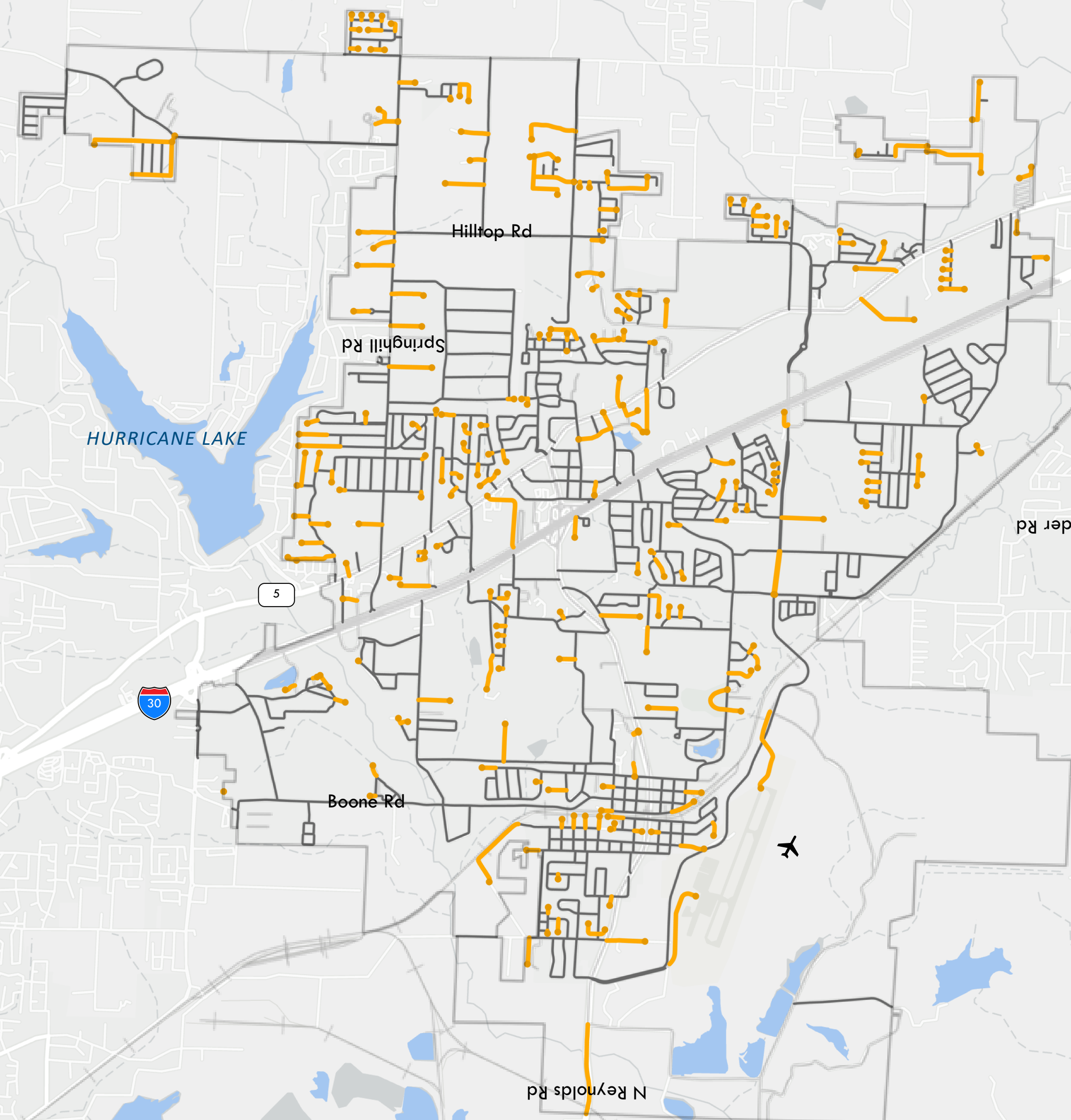
Bryant, AR



Local Roads



■ Roads ■ Dead End



Road Length

Bryant, TX

- Road
- Culs De Sac

Bryant, AR
18 miles of culs-de-sac

131 mile two lane road* to

Junction City, LA



WFTV 9

Follow

Orange County HOA refused to turn over financial records after questions about spending

Nick Papantonis

Thu, July 6, 2023 at 7:03 PM EDT

2 min read

Add Yahoo on Google



The leaders of an Orange County HOA refused repeated requests by community members to turn over documents showing how much money they were collecting and spending, and on what, after the association spent thousands of dollars building unauthorized speed bumps.

>>> [STREAM CHANNEL 9 EYEWITNESS NEWS LIVE](#) <<<

The Wetherbee Lakes HOA first fell into the spotlight in March, hours after the dark-colored speed bumps appeared overnight. Property owners weren't

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LOCAL

Lexington County dumps road agreement with its towns, cities. Their officials are miffed

By Bristow Marchant

January 2, 2024 5:30 AM | [Gift Article](#)

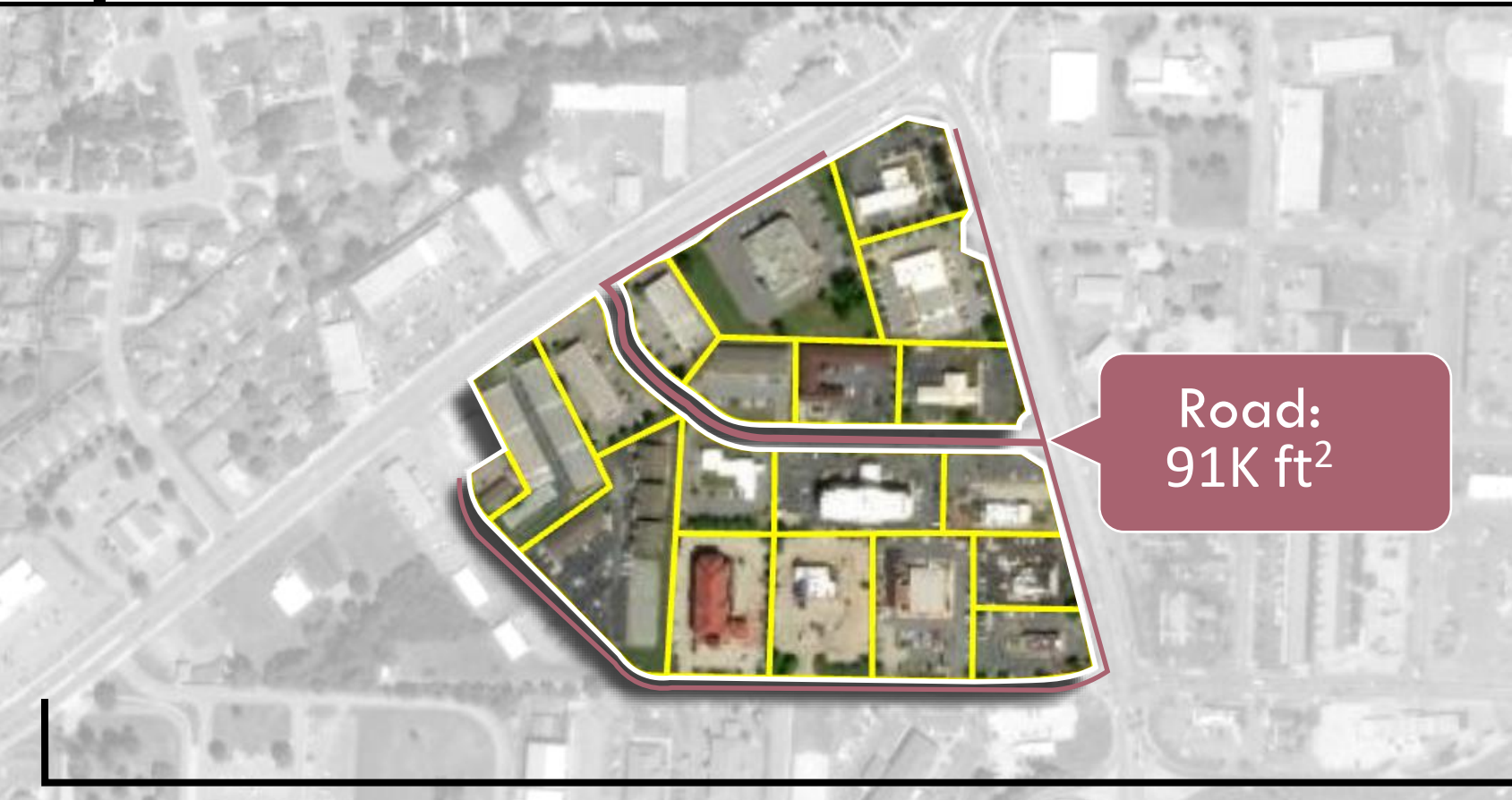


Lexington, South Carolina is growing rapidly. So much so that leaders are seeking ways to slow development. For a city that prides itself as a small town, how big can it get before it loses its core identity?
By Loumay Alesali

Lexington County is canceling an agreement that requires the county to maintain roads inside city limits, part of a struggle with municipal governments over new residential developments that exceed county standards.

The vote at Lexington County Council's December meeting would mean the county won't take responsibility for any new construction inside the county's cities and towns if those developments wouldn't have been approved had they been built in the county.

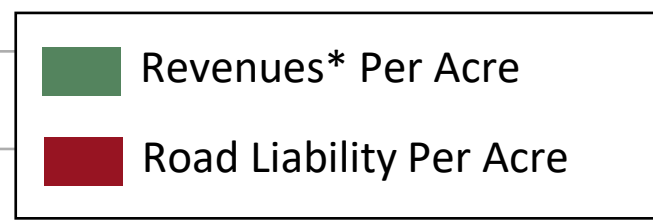
Comparison of Revenues & Costs Per Acre: 27 Commercial Units Bryant, AR



Highway Commercial

Market Place Center

Main Street Benton

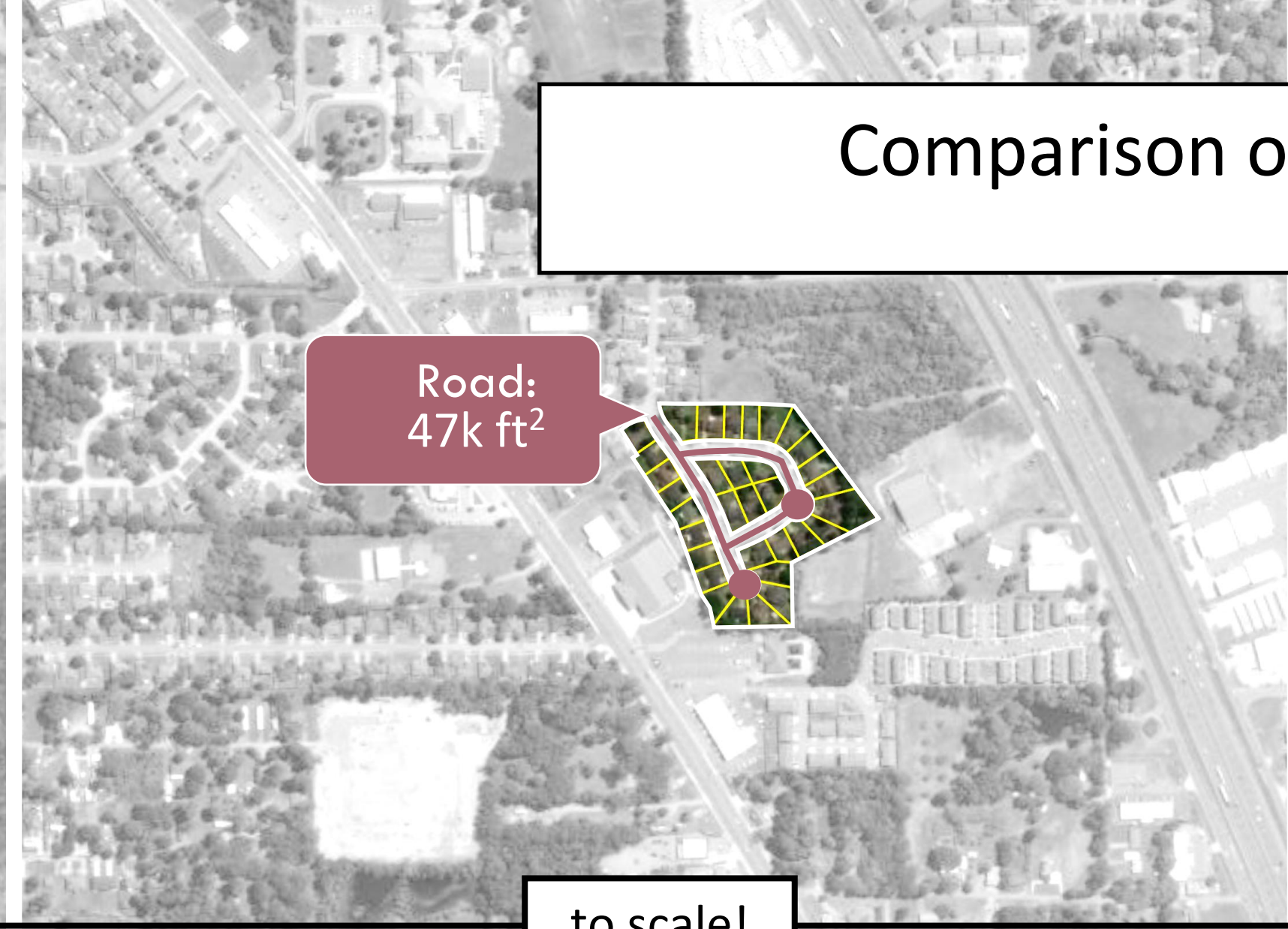


*Revenues include Property Tax and Estimated Online Sales Tax

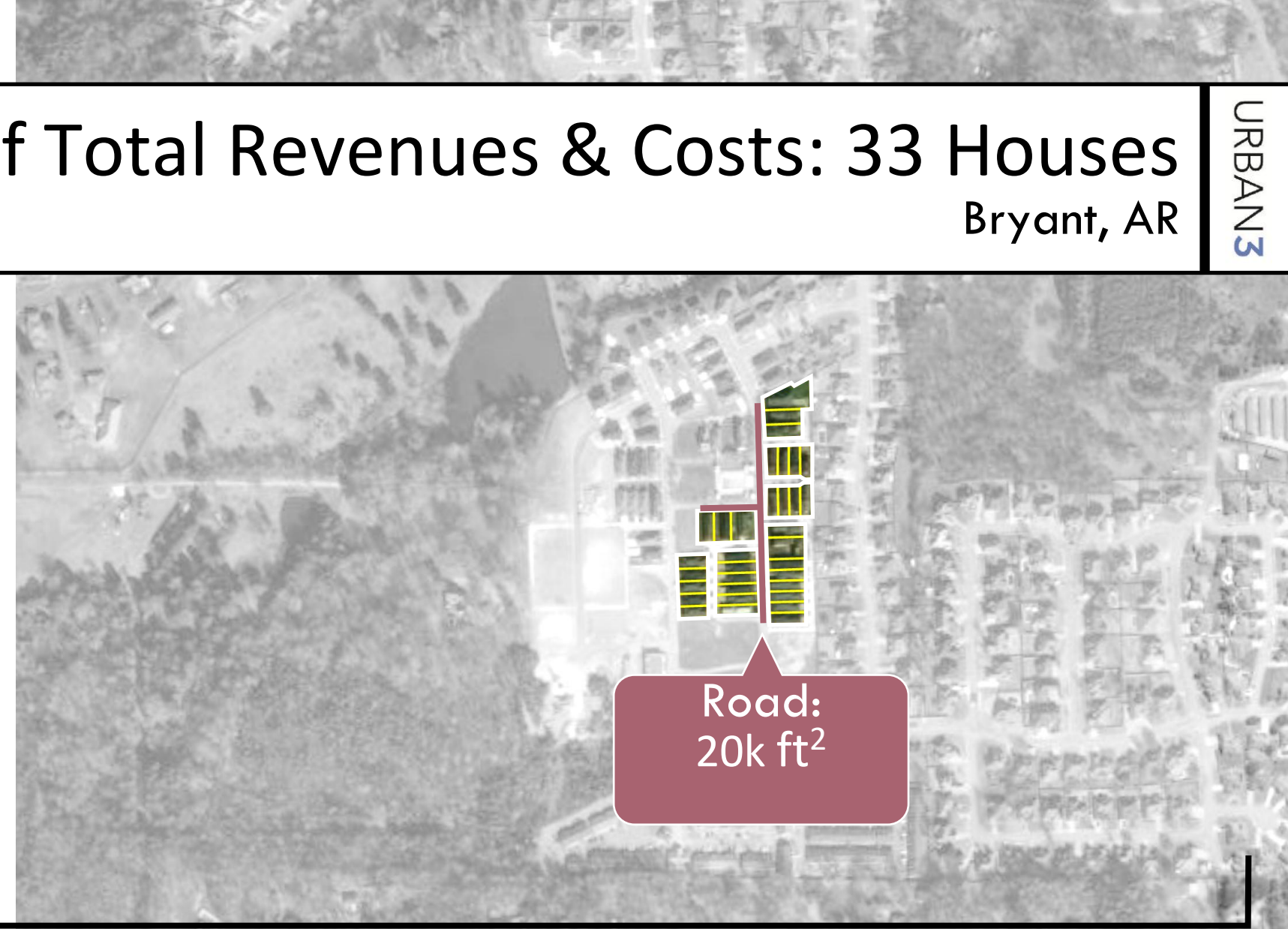
Source: Urban3 Estimates, Google Earth

Comparison of Total Revenues & Costs: 33 Houses Bryant, AR

Revenues* Per Unit
Road Liability Per Unit



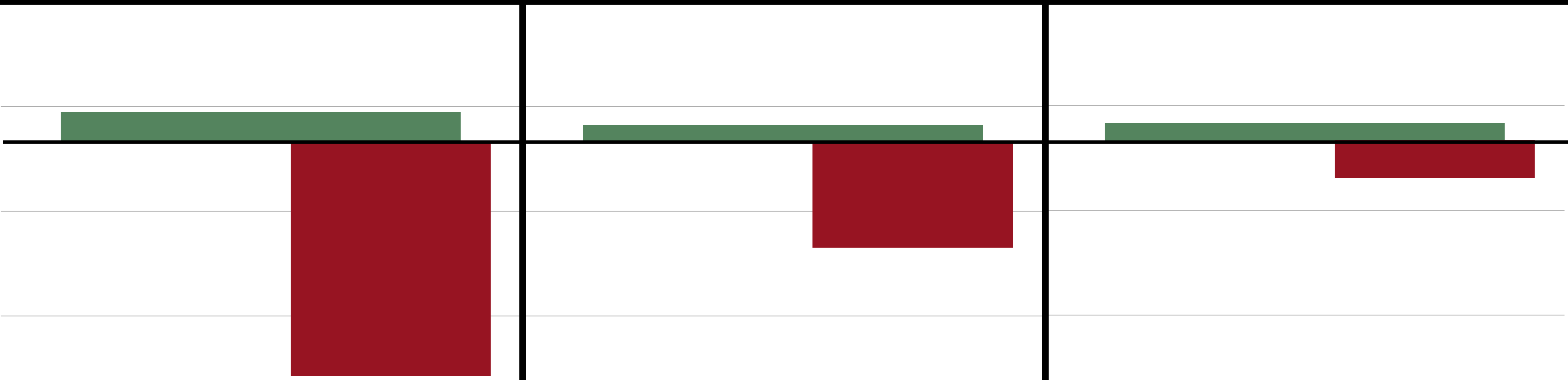
to scale!



Andres Place (Low Density)

Cul-de-sac

Midtown Bryant



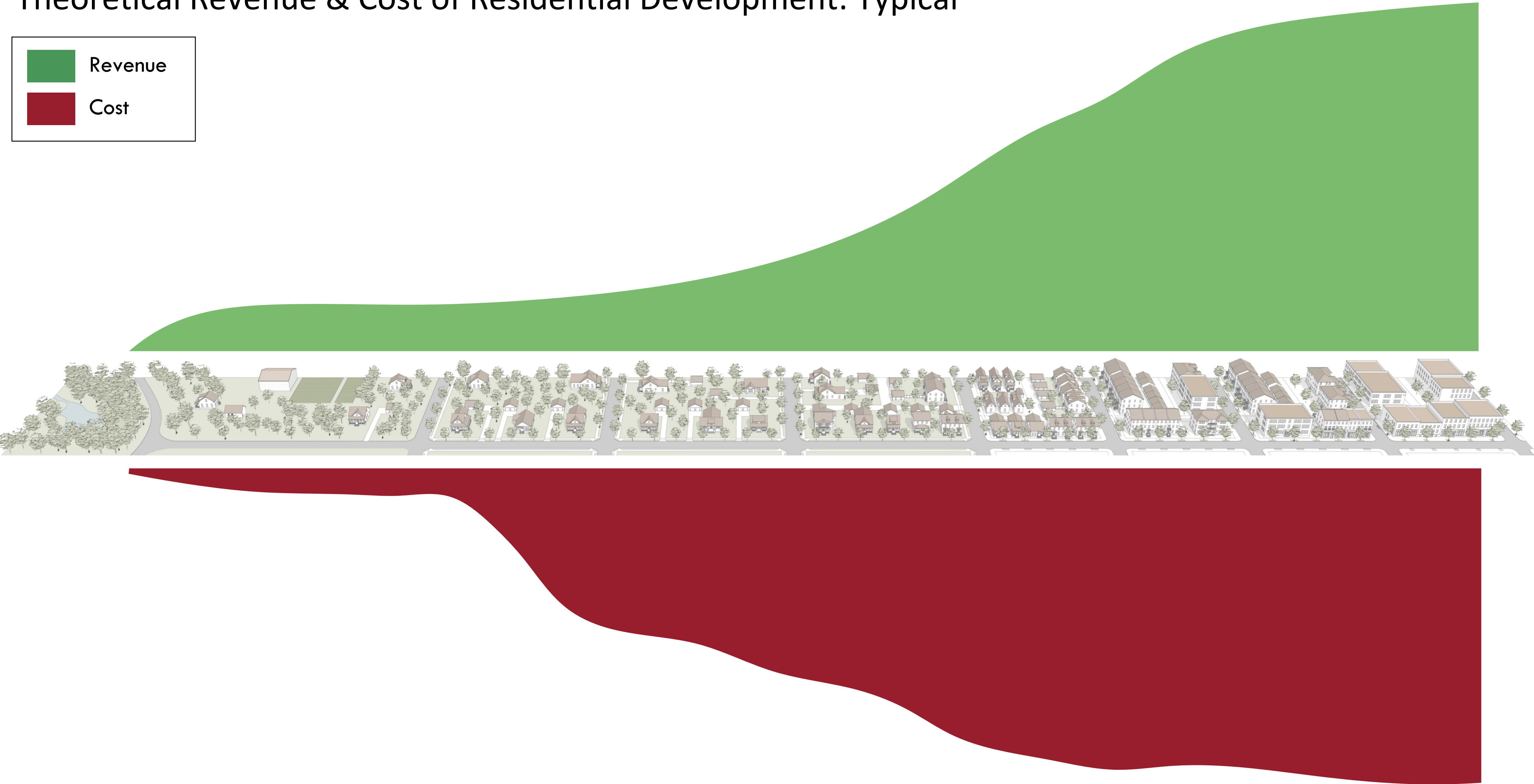
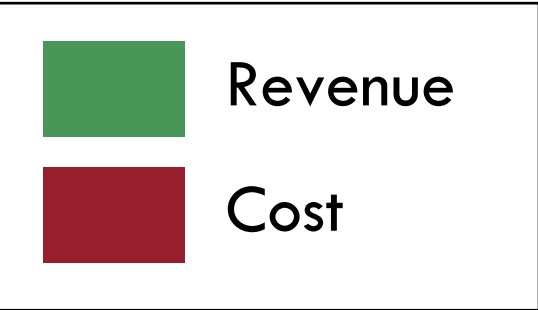
*Revenues include Property Tax and Estimated Online Sales Tax

Source: Urban3 Estimates, Google Earth



Count your balls and strikes.

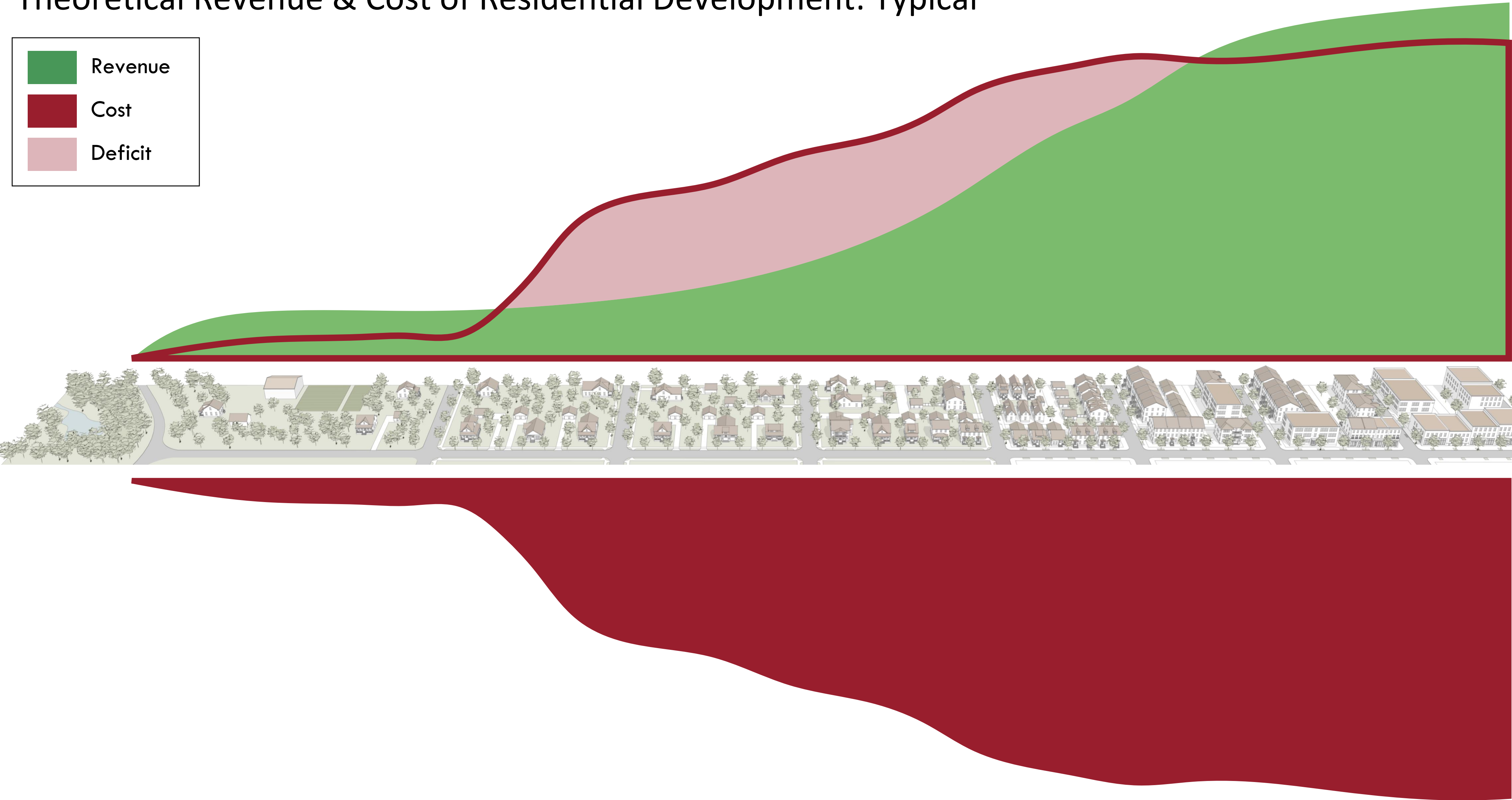
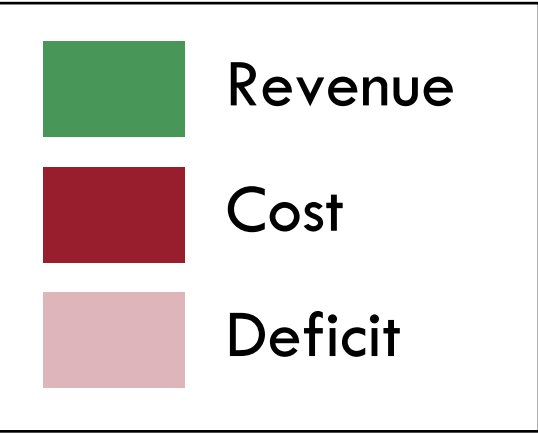
Theoretical Revenue & Cost of Residential Development: Typical



DPZ
CODESIGN

Conceptual Costs & Revenues By Density

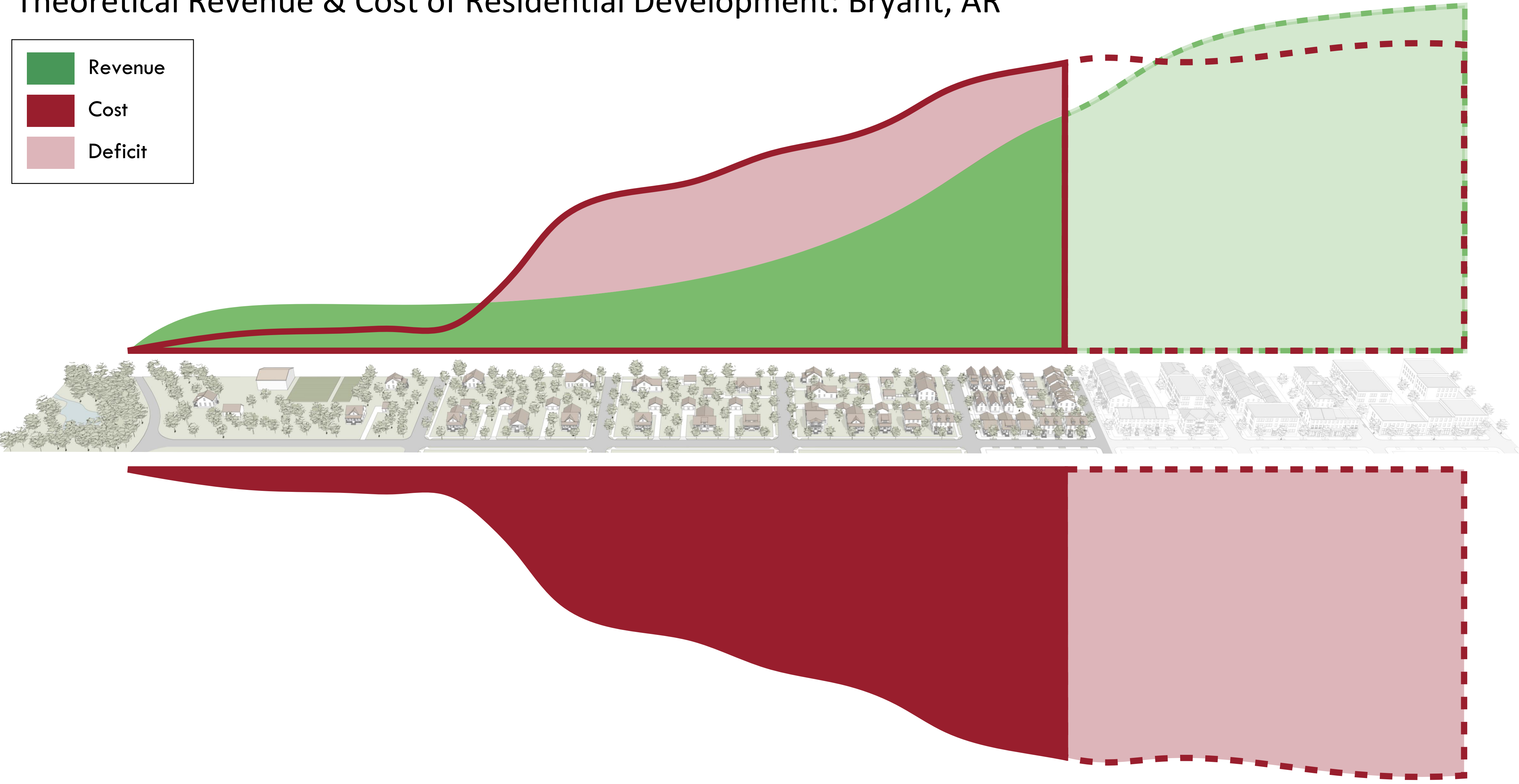
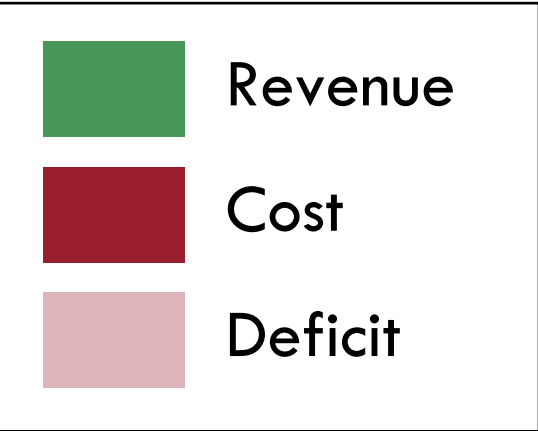
Theoretical Revenue & Cost of Residential Development: Typical



DPZ
CODESIGN

Conceptual Costs & Revenues By Density

Theoretical Revenue & Cost of Residential Development: Bryant, AR



Conceptual Costs & Revenues By Density

PRODUCTIVITY COMES FROM ...



DENSITY!



SELKIRK

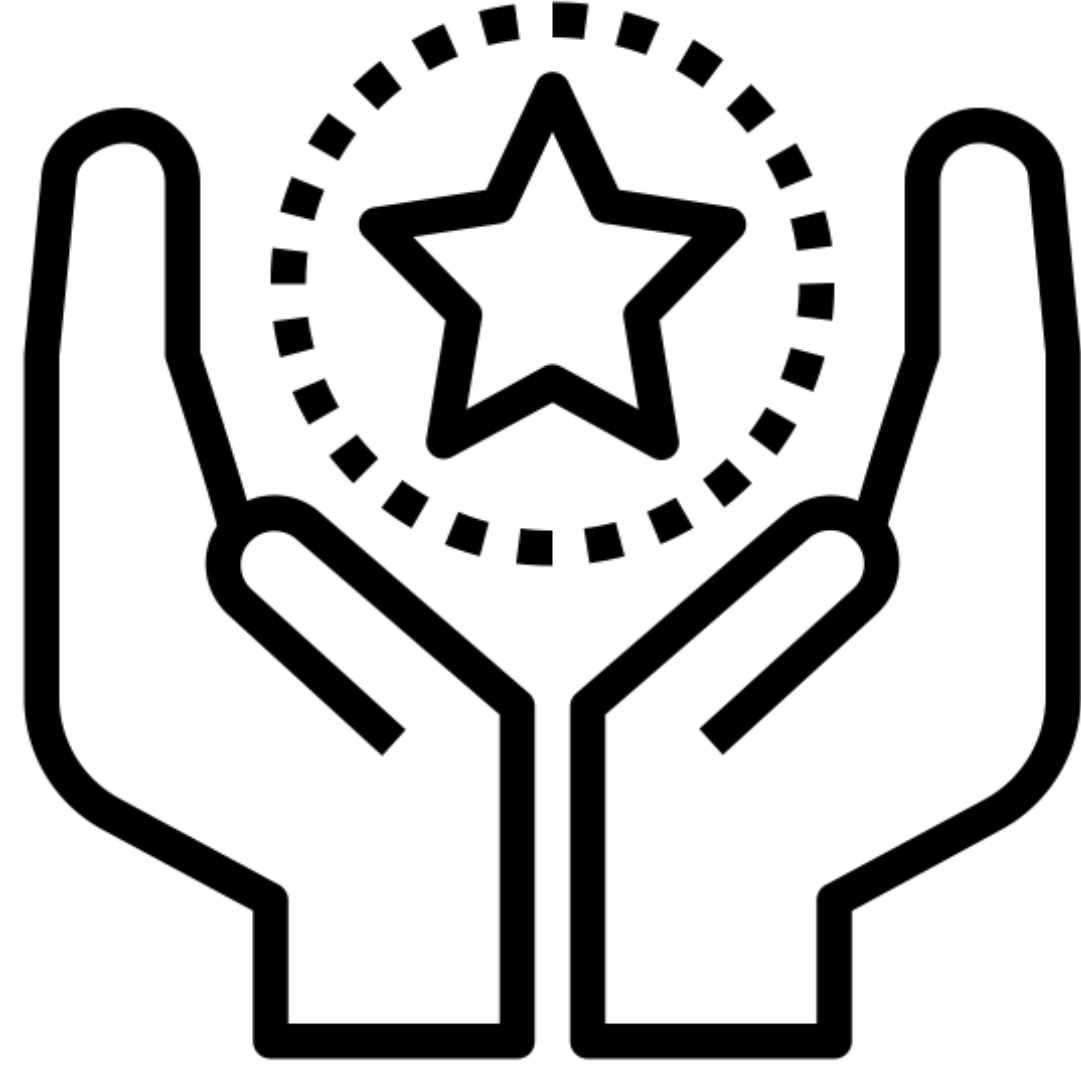
INVIKTA VANGUARD CONTROL MIDWEIGHT

USA

SELKIRK.COM

SELKIRK

SELKIRK



Okay, so now what?

Main Takeaways

What you can do:

Know your stats.

Bryant, AR



\$2.1B



UNIVERSITY OF
ARKANSAS



\$646M

Bryant, AR



\$2.1B



3.2x

\$646M

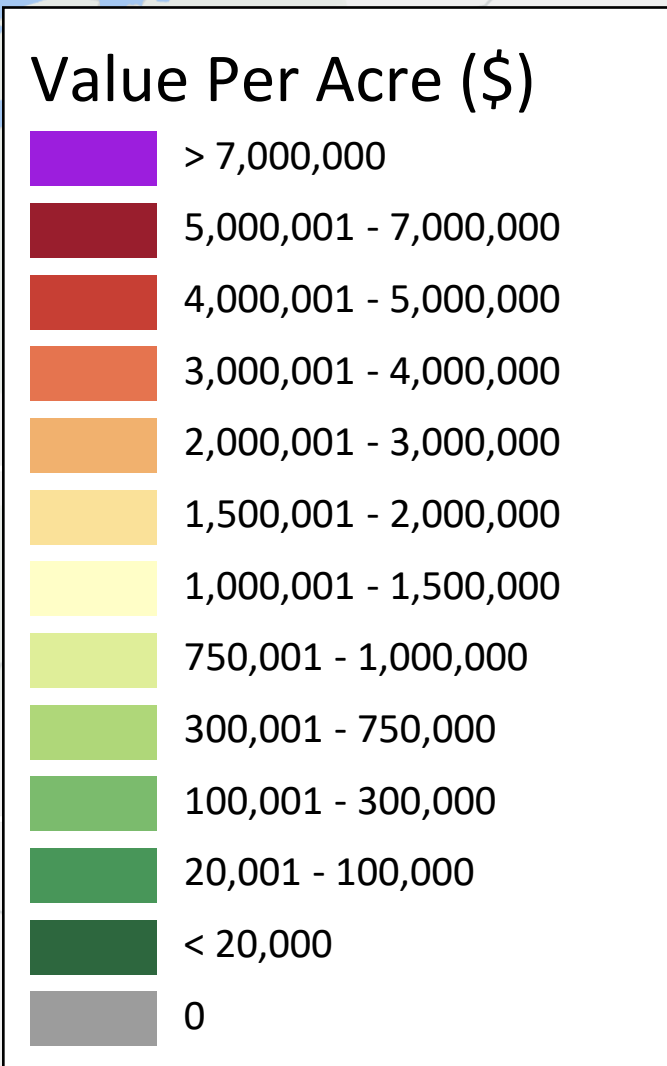
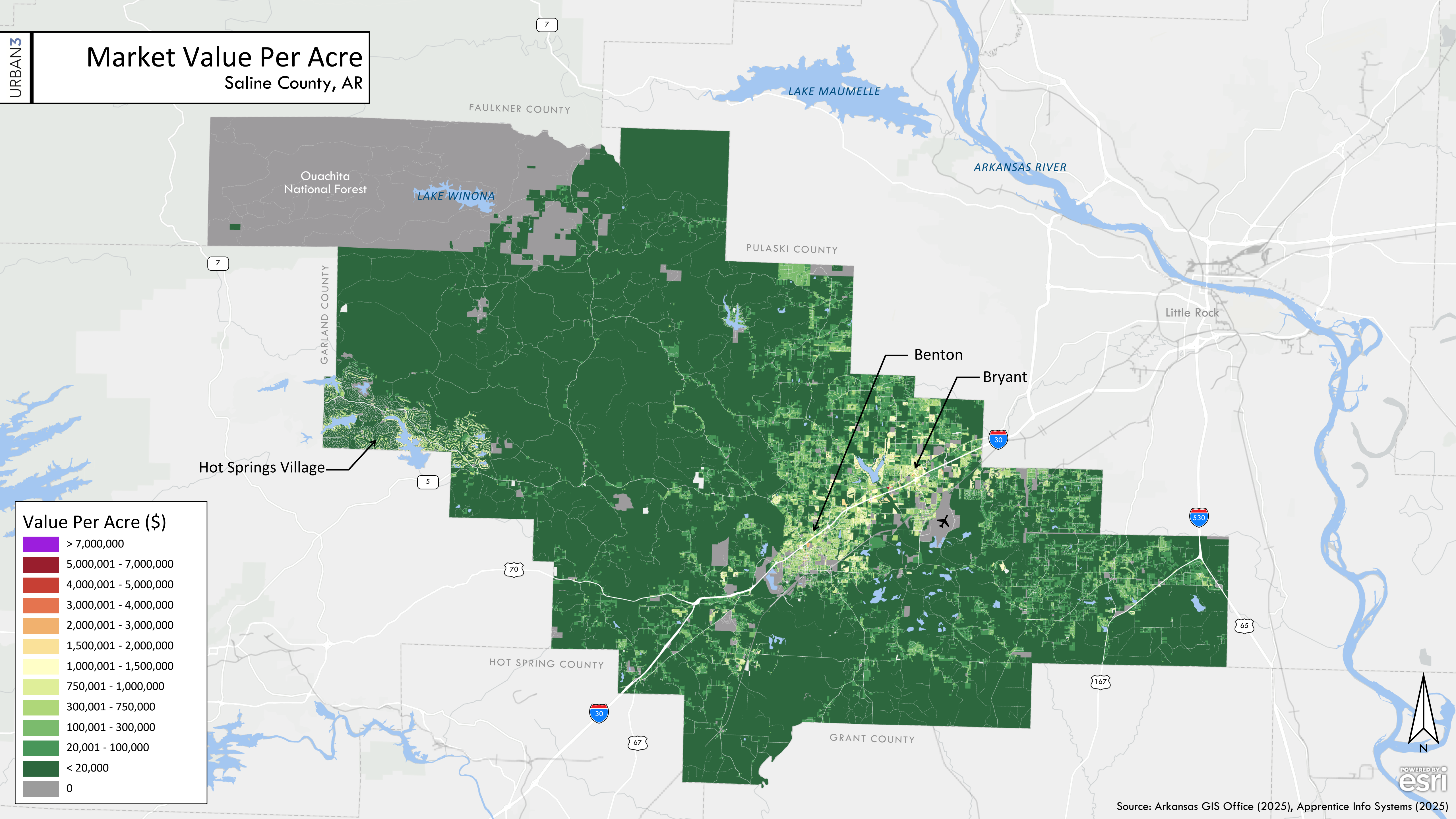


What you can do:

**Be mindful about your
future annexation**

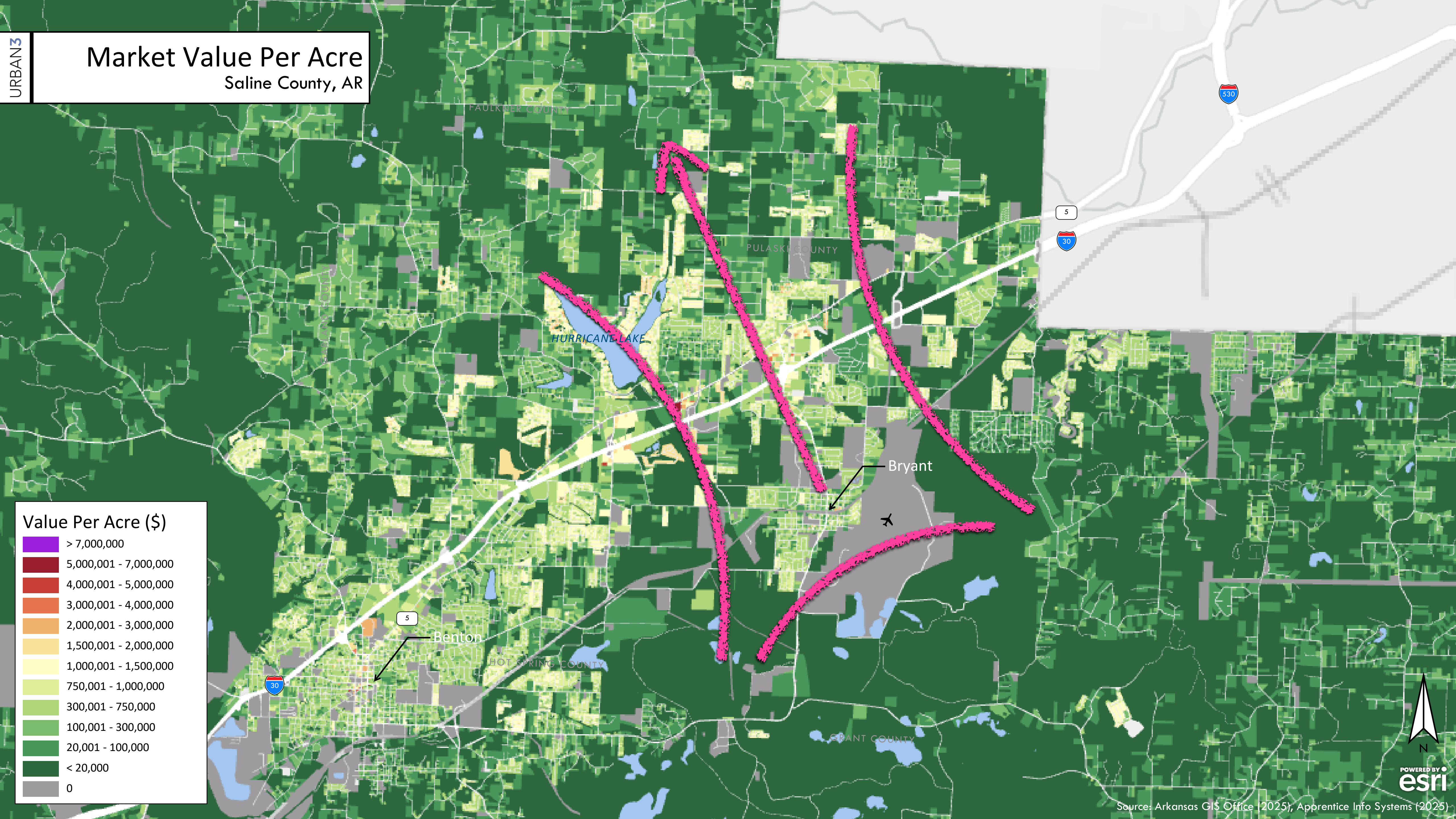
Market Value Per Acre

Saline County, AR



Market Value Per Acre

Saline County, AR



Value Per Acre (\$)

- > 7,000,000
- 5,000,001 - 7,000,000
- 4,000,001 - 5,000,000
- 3,000,001 - 4,000,000
- 2,000,001 - 3,000,000
- 1,500,001 - 2,000,000
- 1,000,001 - 1,500,000
- 750,001 - 1,000,000
- 300,001 - 750,000
- 100,001 - 300,000
- 20,001 - 100,000
- < 20,000
- 0



Market Value Per Acre

Bryant, AR

Holiday Inn Express

Arkansas Heart Hospital

Midtown Bryant

Alcoa Rd

The Greens Apartments

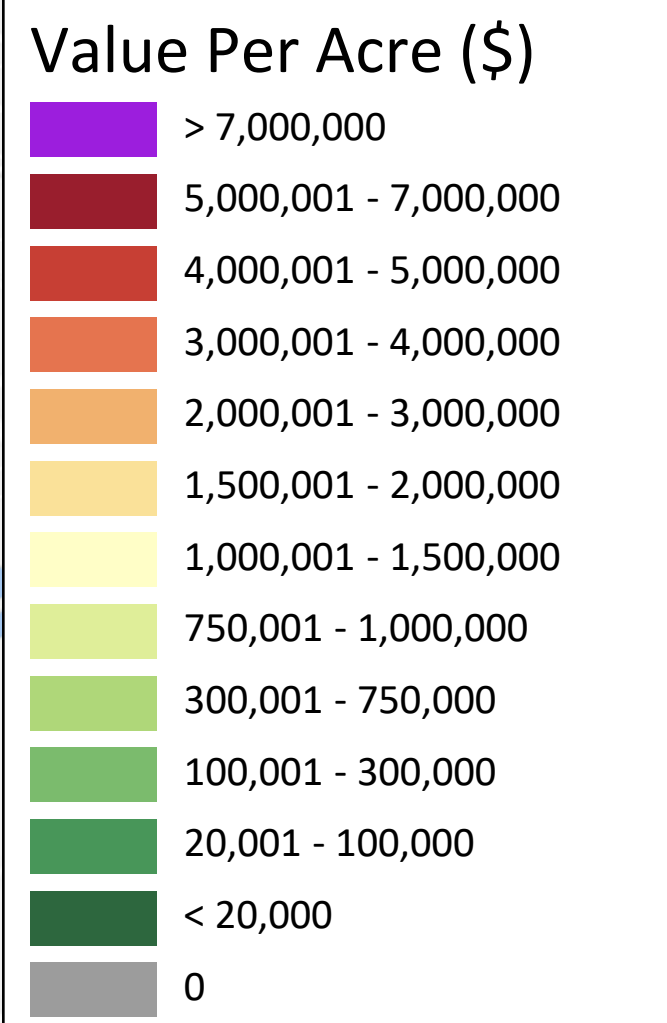
Alexander

S Alexander Rd

N Reynolds Rd

W Sardis Rd

PULASKI COUNTY

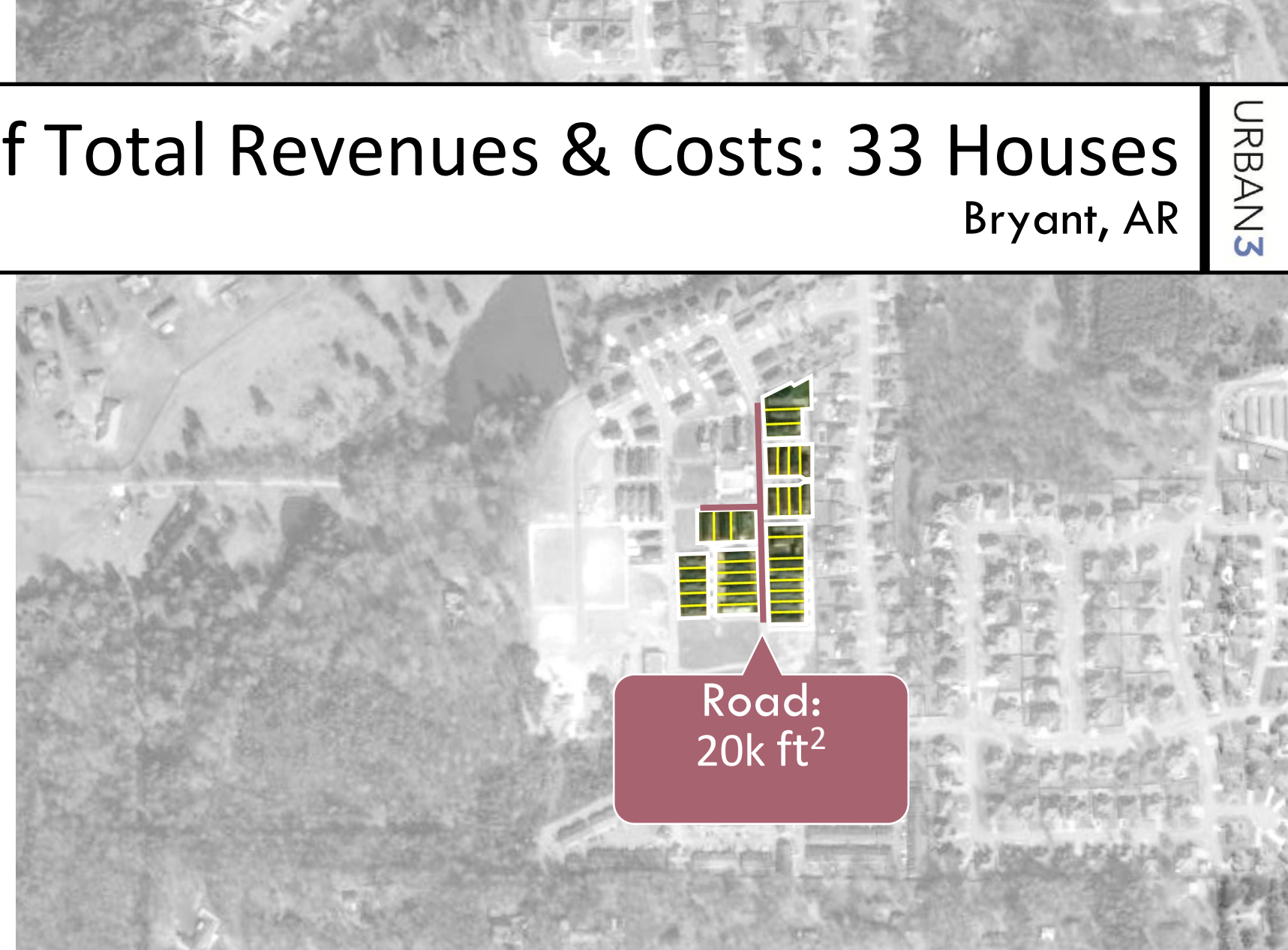
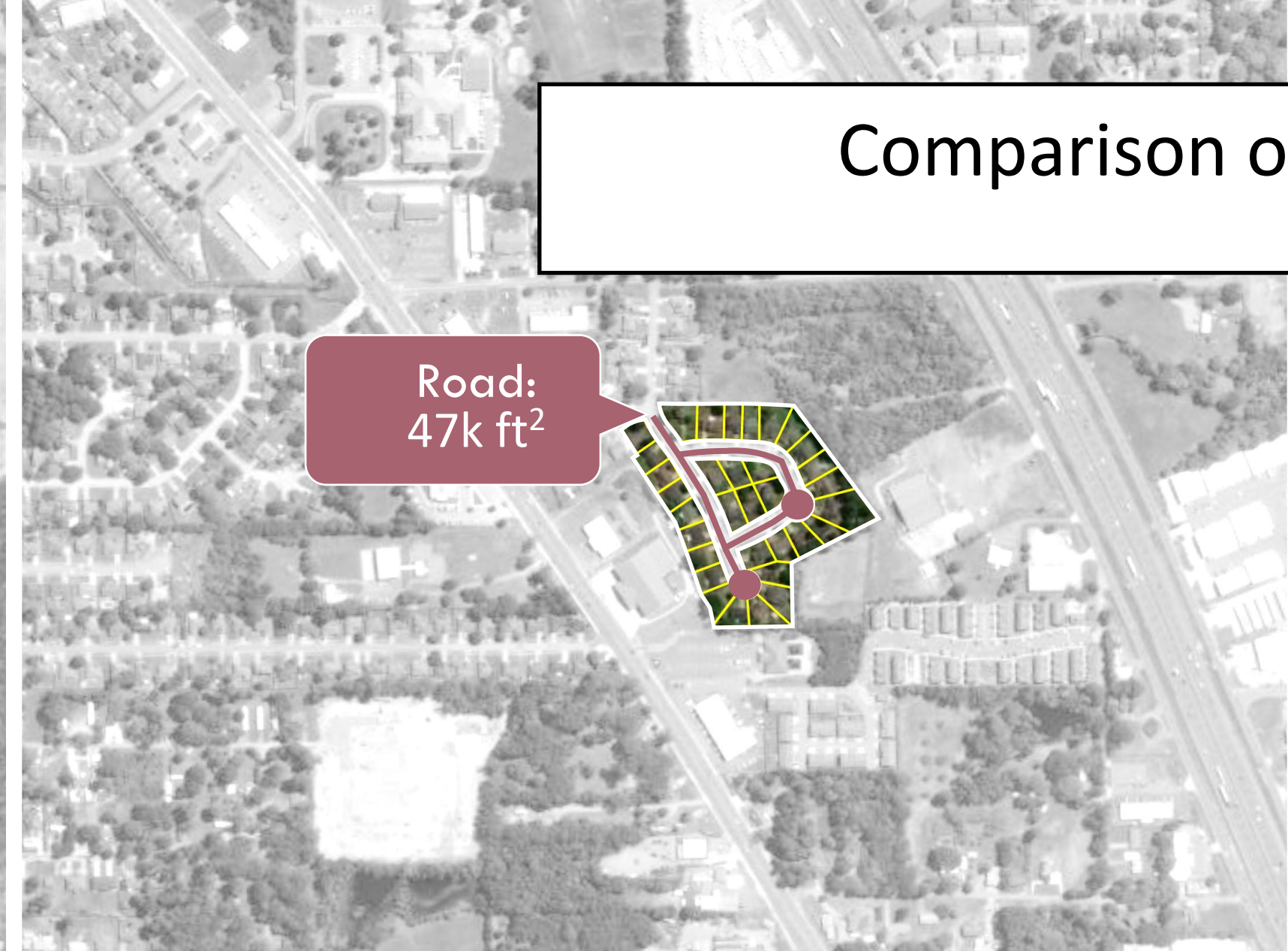


What you can do:

**Know your costs and
consequences.**

Comparison of Total Revenues & Costs: 33 Houses Bryant, AR

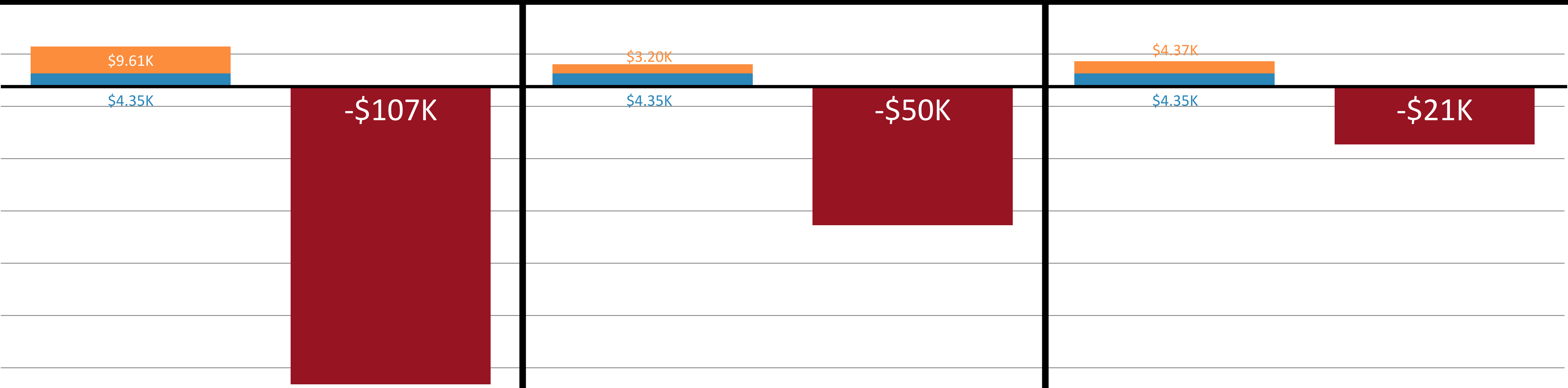
- Property Tax Revenues
- Sales Tax Revenues
- Road Liability



Andres Place (Low Density)

Cul-de-sac

Midtown Bryant



What you can do:

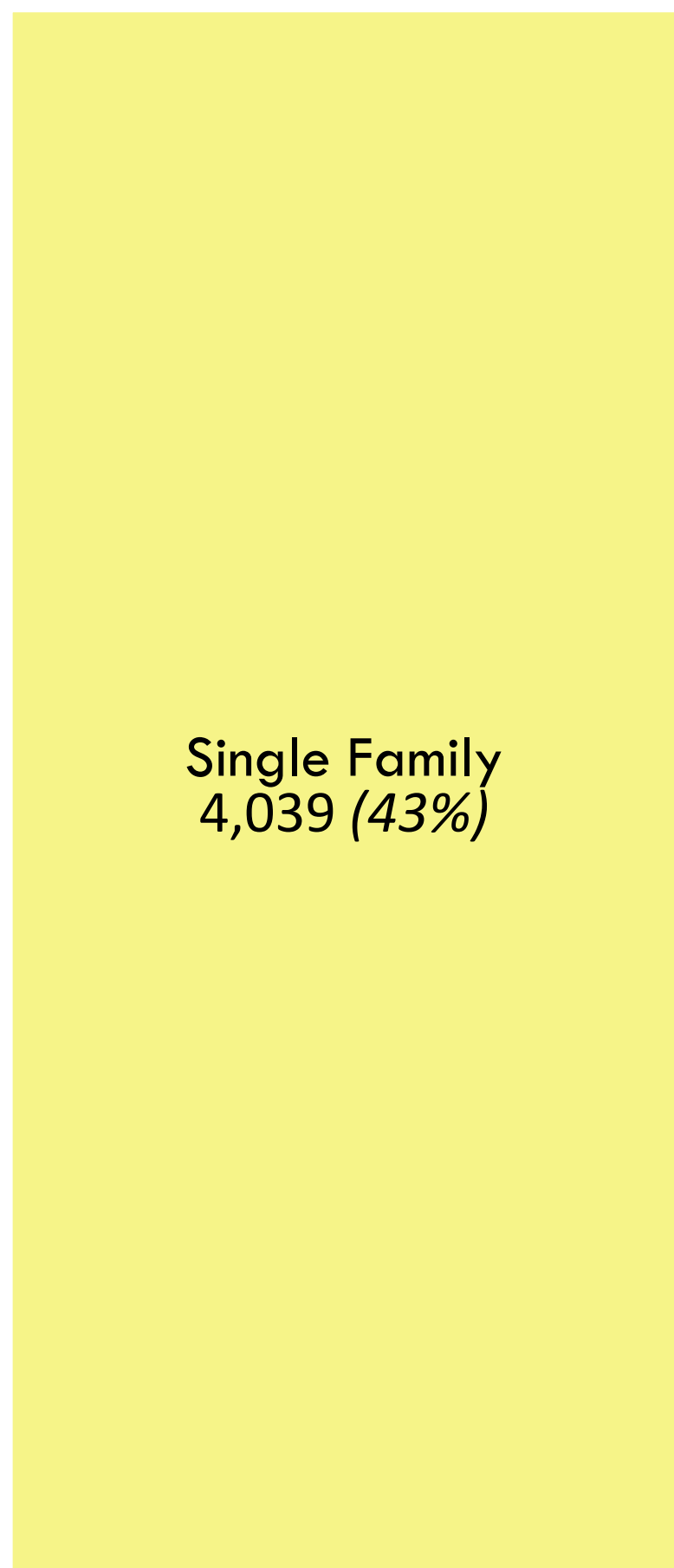
**Thicken up! Use your
land wisely.**

Residential Land Use vs. Land Value

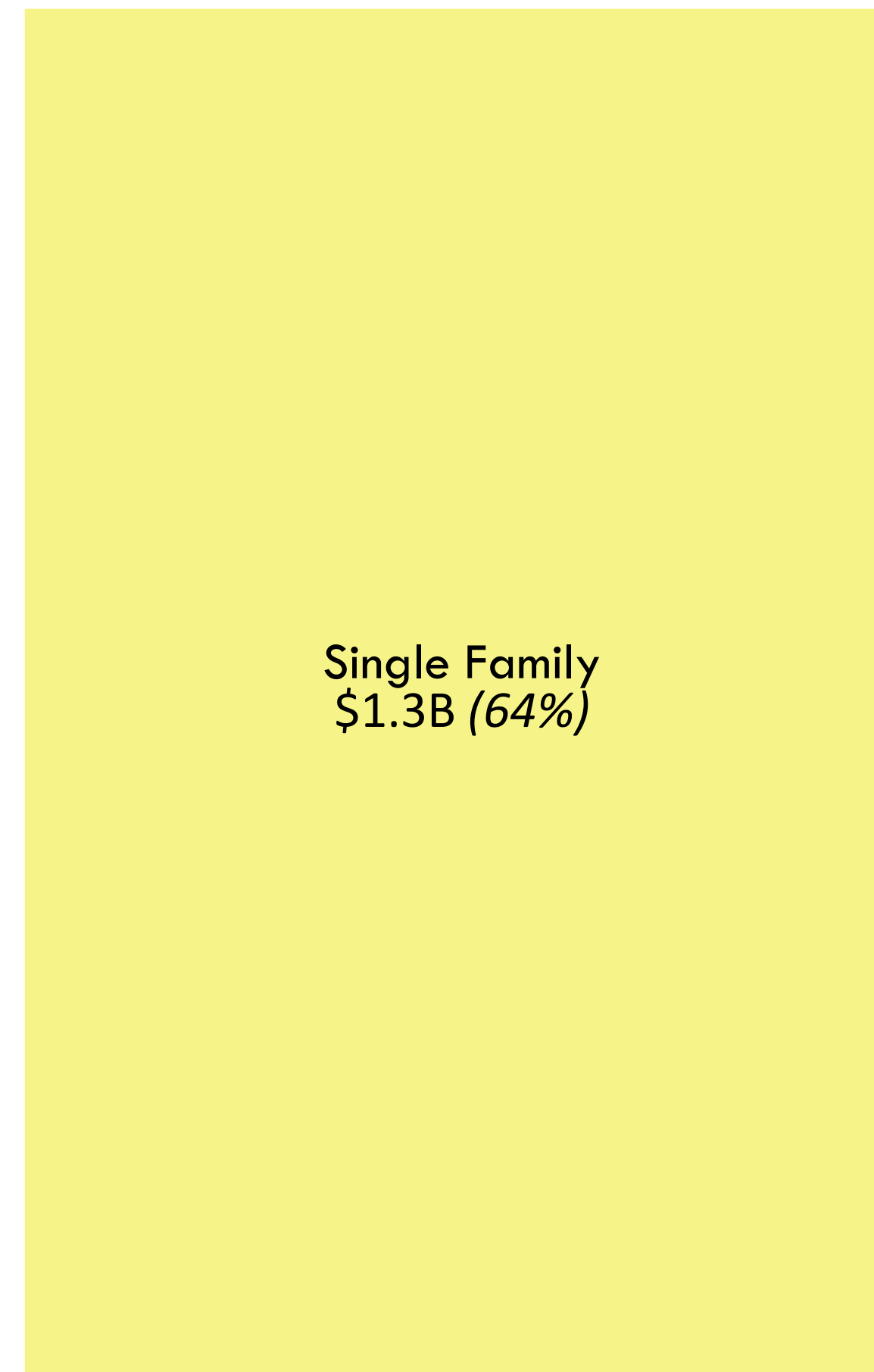
Bryant, AR



Acres



Value



1.51x

Missing Middle
54 (1%)



4.15x

Missing Middle
\$50M (2%)

Multifamily
89 (1%)



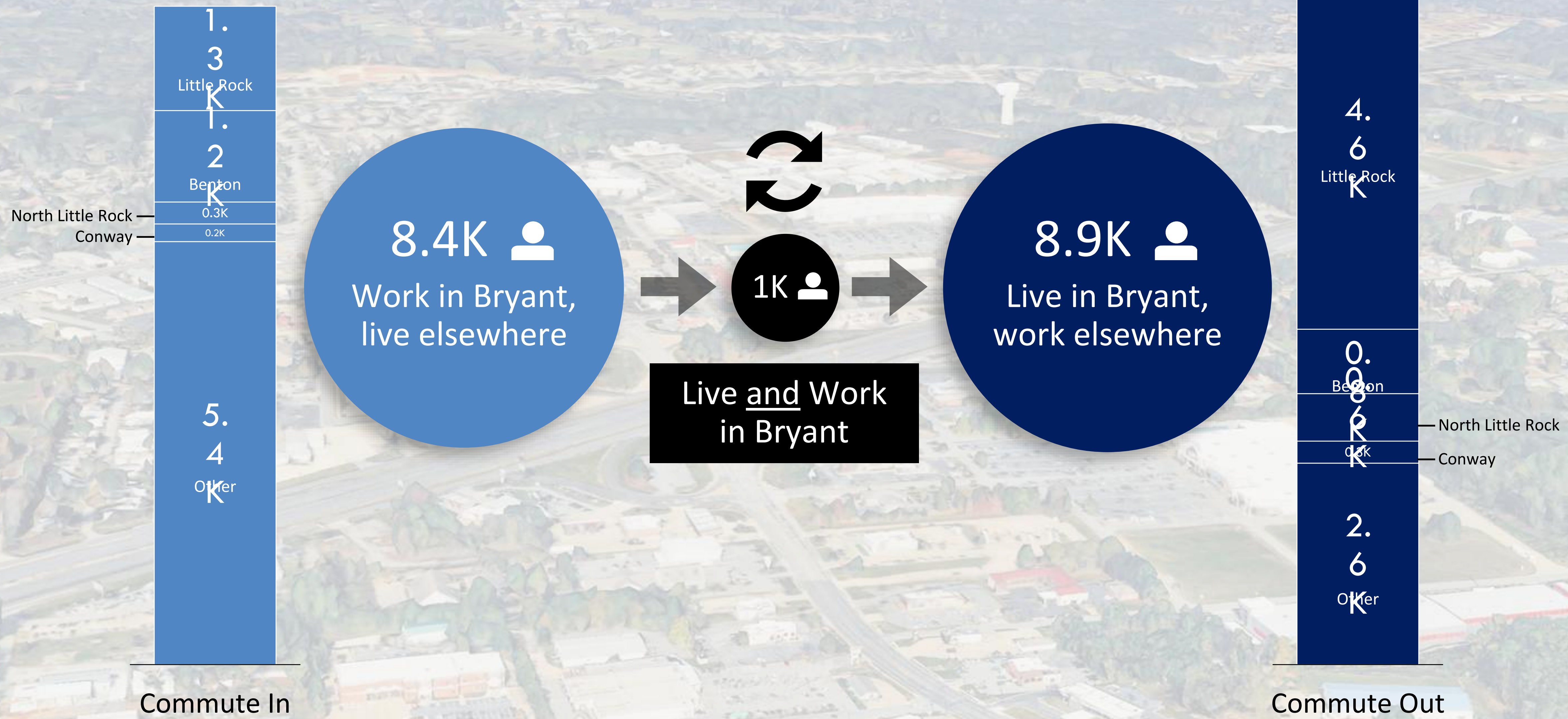
6.30x

Multifamily
\$123M (6%)

What you can do:

Turn your commuters
into neighbors.

Daily Commuting Patterns Bryant, AR



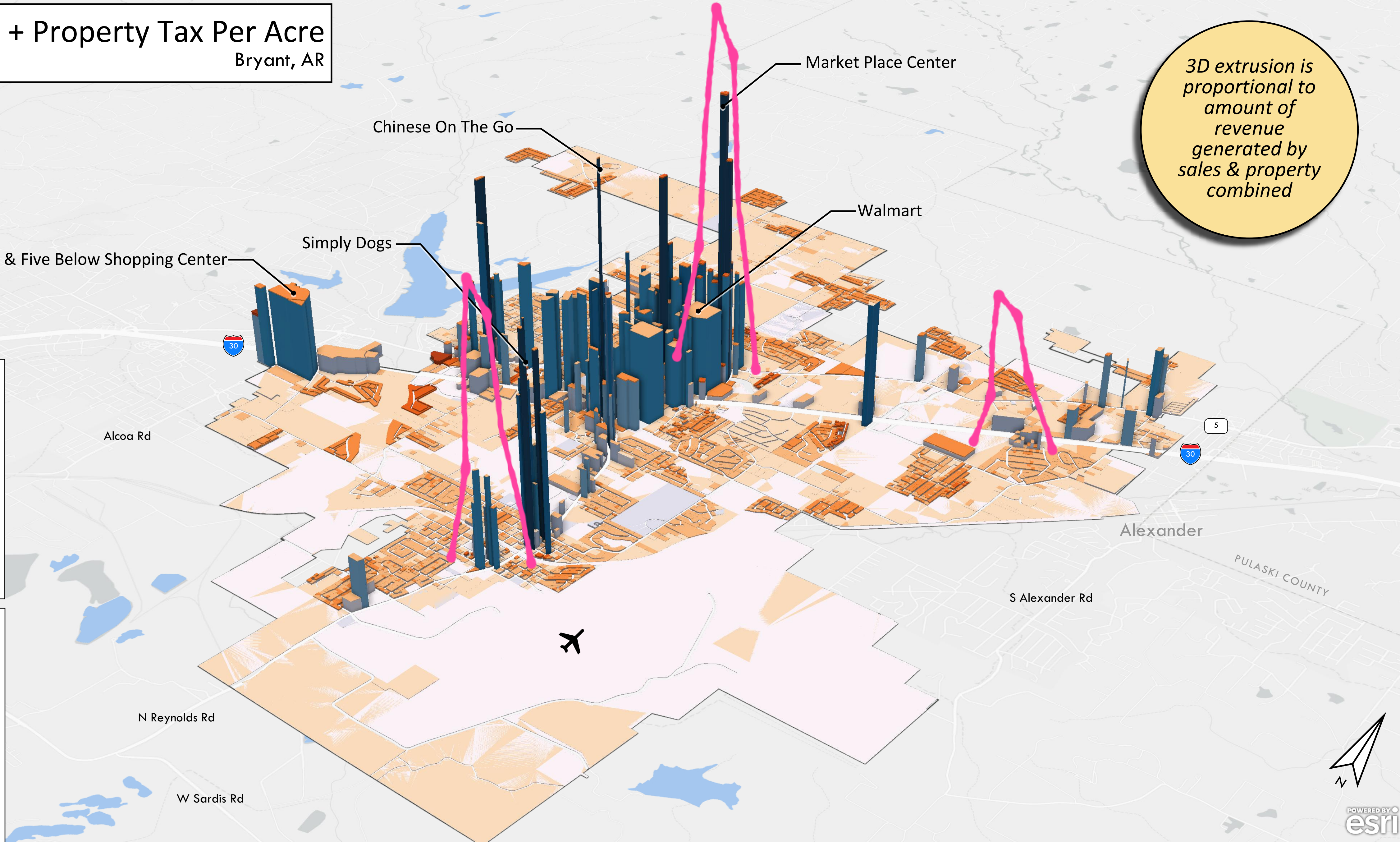
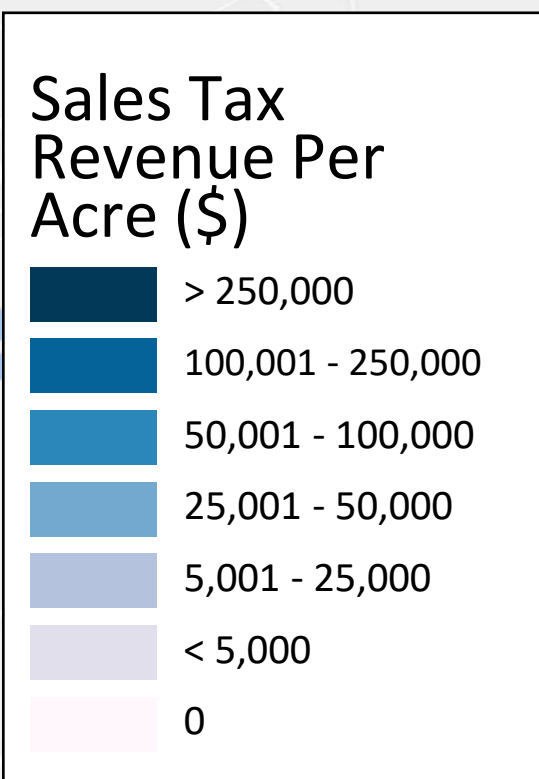
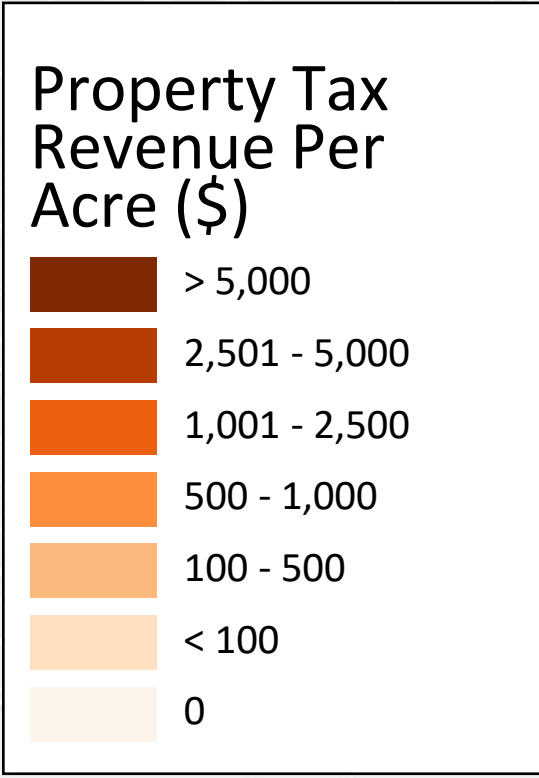
What you can do:

**Diversify your design,
diversify your revenue.**

Sales + Property Tax Per Acre

Bryant, AR

3D extrusion is proportional to amount of revenue generated by sales & property combined



What you can do:

**Build/grow your
mountain.**

DOWNTOWN



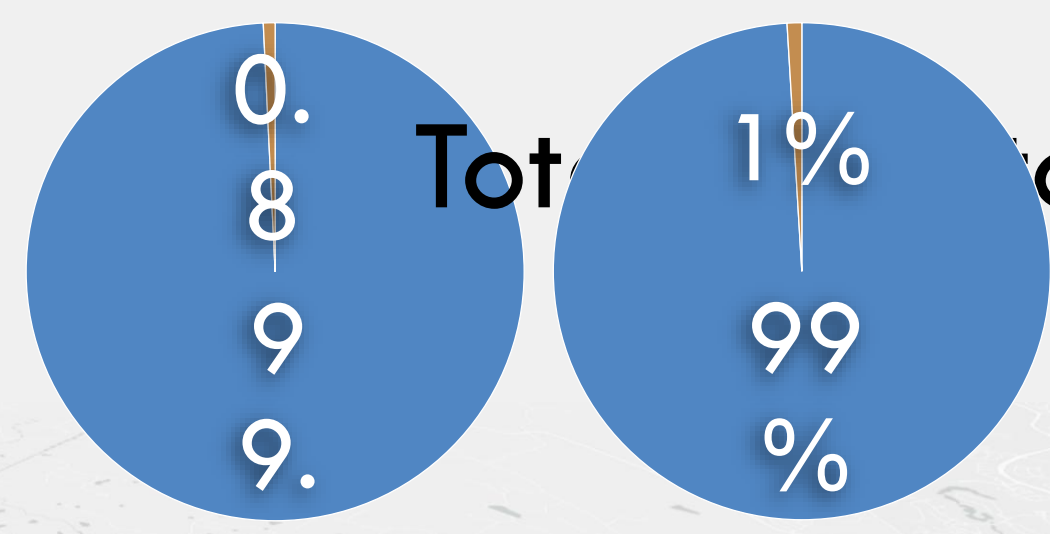
**REST OF
CITY**

SHOOT FOR 6X

Hypothetical Productivity

Heart of Bryant to Bryant, AR

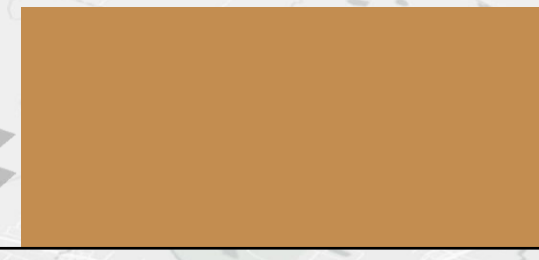
Taxable Acres Total Value



Total Downtown Value **\$98 M**

City Heart of Bryant

\$31 M



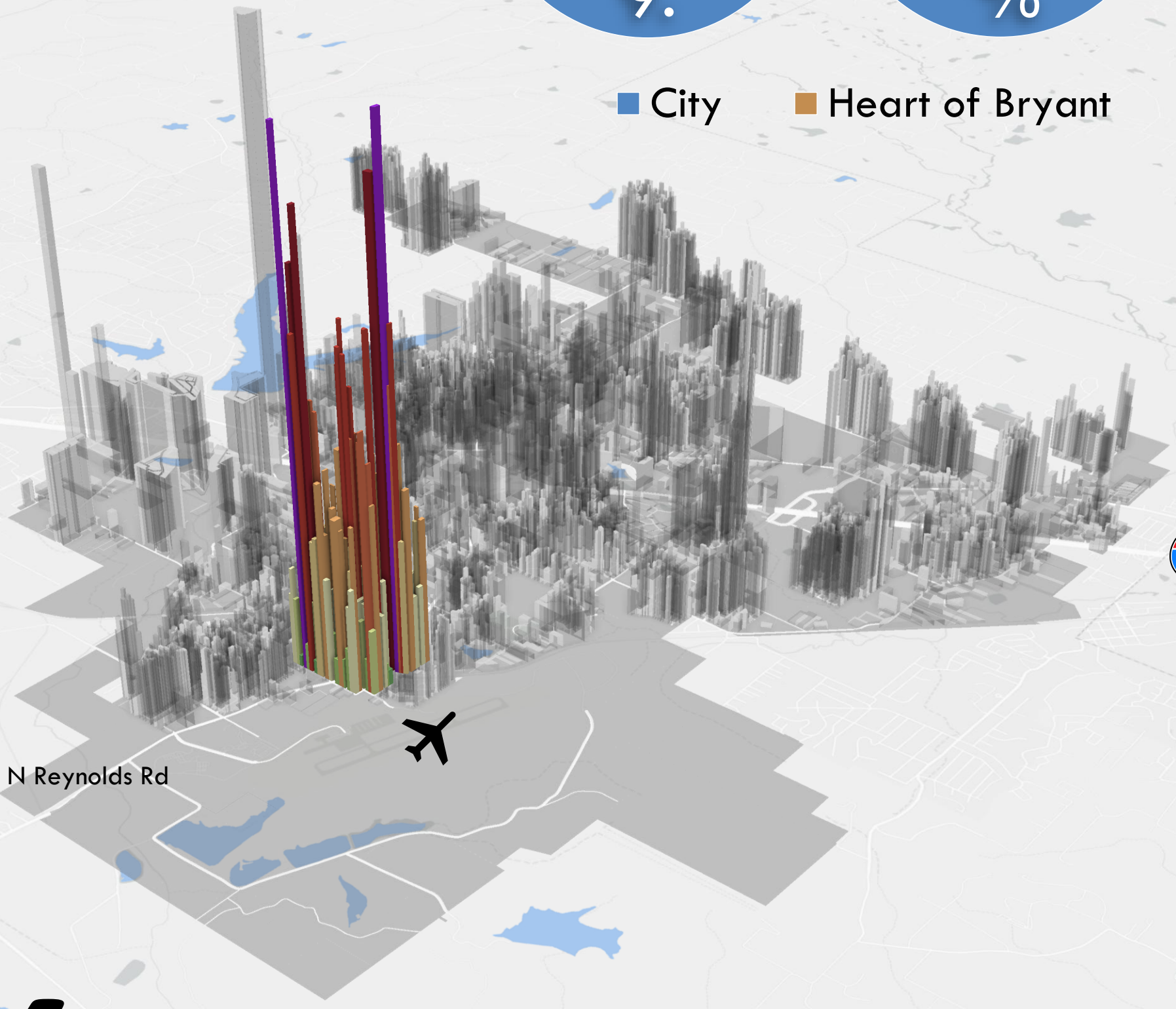
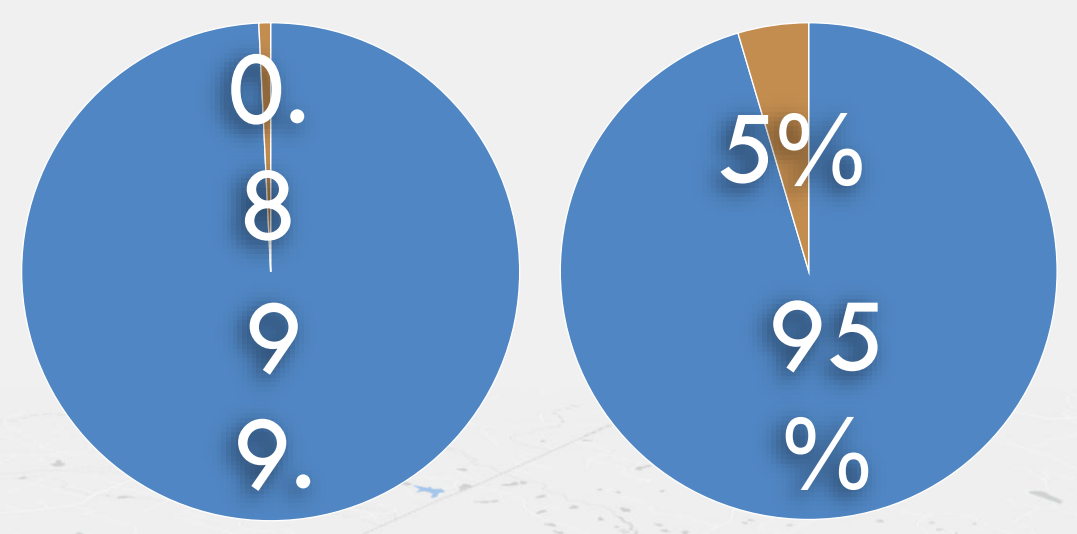
Current



Hypothetical

Total Downtown Value

Taxable Acres Total Value



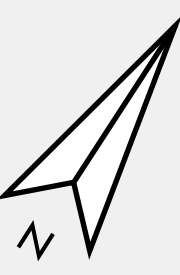
City Heart of Bryant

1.9x

Heart of Bryant's taxable value is *1.9 times greater* than the amount of City area it takes up.

6x

Heart of Bryant if its taxable value were *6 times greater* than the amount of City area it takes up.





DO THE MATH

